

# Chemist & Druggist

Benn »

APRIL 2 1977

THE NEWSWEEKLY FOR PHARMACY

**UniChem**  
*is*  
**Growing**  
**Places**



**Plant Your Future In Our Hands**

**First aid in  
the pharmacy**

SPECIAL SECTION

**Notional  
salary up  
to £5,287**

**Dispensing  
'standstill'  
to continue**

**History of  
pharmacy  
conference**



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**Get a Bonus from**  
**your wholesaler**  
**Now!**



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Gwent NP4 8YH

\*Trade mark.



**Eschmann Stomacare Products.  
New. Advanced. In demand.  
And what's more...**

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# A new, repeat-purchase line readily available from Vestric, or any wholesaler, by arrangement.

## About Eschmann

Eschmann may be a new name to you but to hospitals we're as familiar as, say, Glaxo is in the Pharmacy.

As a British company with 150 years of medical background, we've progressed by using modern manufacturing ideas to develop products like operation tables, surgical instruments, catheters, surgical suction apparatus and electrosurgical units.

All of which makes Eschmann one of the world's leading suppliers.

## Stomacare the Eschmann way

We're experienced in the field of stomacare through importing the Dansac range of 'ostomy bags. And now we make our own range after (naturally) a thorough research into all the physical and psychological problems associated with stomas. Frankly, what was available for stoma patients left a lot to be desired.

So, our range incorporates many advanced features like a closed bag with automatic flatus filter, a positive but gentle adhesive, rounded shape, soft material which is odour-proof and leak-proof as well as sound-proof.

The closed and drainable bags come in sizes to fit all stomas. There's also a range of bag covers in attractive colours, plus accessories for extra protection if required.

## Undoubted demand

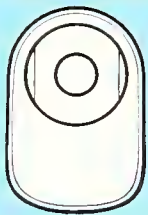
A product range as important as this is getting the full promotional treatment. We're letting everyone concerned with stomacare (surgeons, nursing staff and the patients themselves) know about the range's advantages which include a bag with flatus filter, a modern 'cosmetic' look and conclude with attractive packaging.

Because the Eschmann range is so dramatically advanced, you can be sure of a regular demand. And be sure of the supply because the whole range is immediately available from Vestric or the wholesaler of your choice by arrangement.

## FREE SAMPLES

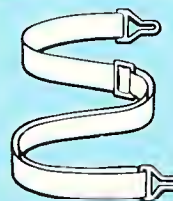
If you'd like further details, a free sample and a copy of the 16 page full colour Patients Stomacare Guide which we produced and supply free to nurses and patients, please contact us.

Eschmann Bros. & Walsh Ltd., Peter Road, Lancing, West Sussex BN15 8TJ.



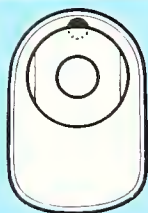
**1. ADHESIVE STOMABAG**  
PACK OF 20  
Odourproof, non-rustle closed bag with specially gentle but strong adhesive. Designed for use by colostomy patients with formed stools.

Stoma Size	Cat. No.
25mm (1 in.)	32-200-01
32mm (1¼ in.)	32-201-09
38mm (1½ in.)	32-202-06
51mm (2 in.)	32-203-03
64mm (2½ in.)	32-204-00



**5. BELTS—SINGLE**  
PACK  
Soft belt with nylon fitments. Adjustable to suit a range of waist sizes.

Size	Cat. No.
Small (17 in. — 26 in.)	32-218-06
Medium (26 in. — 43 in.)	32-219-03



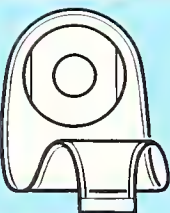
**2. ADHESIVE STOMABAG WITH FILTER—PACK OF 20**  
Special version of the Adhesive Stomabag with automatic flatus filter—No build up of pressure and no smell.

Stoma Size	Cat. No.
25mm (1 in.)	32-205-08
32mm (1¼ in.)	32-206-05
38mm (1½ in.)	32-207-02
51mm (2 in.)	32-208-01
64mm (2½ in.)	32-209-07



**6. KARAYA RINGS—PACK OF 20**  
For use with all Eschmann Stomabags. Designed for those patients who find difficulty in obtaining a good seal around the stoma. Choose a size smaller than the size of bag used.

Size	Cat. No.
19mm (¾ in.)	32-226-08
25mm (1 in.)	32-227-05
32mm (1¼ in.)	32-228-02
38mm (1½ in.)	32-229-01
51mm (2 in.)	32-230-00
64mm (2½ in.)	32-231-08



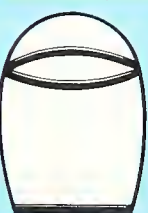
**3. DRAINABLE ADHESIVE STOMABAG—PACK OF 20**  
Odourproof, non-rustle drainable bag with specially gentle but strong adhesive. Designed for use by stoma patients with fluid stools.

Stoma Size	Cat. No.
19mm (¾ in.)	32-210-08
25mm (1 in.)	32-211-05
32mm (1¼ in.)	32-212-02
38mm (1½ in.)	32-213-01
51mm (2 in.)	32-214-07



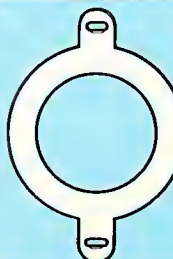
**7. BAG CLAMP—PACK OF 10**  
For use with Eschmann Drainable adhesive Stomabags. (One clamp is packed with each pack of 20 bags.)

	Cat. No.
	32-217-09



**4. STOMABAG COVERS—PACK OF 5**  
Soft, cotton covers in one size suitable for all Eschmann Stomabags. Help to reduce discomfort due to perspiration between bag and skin.

Colour	Cat. No.
White	32-215-04
Assorted	32-216-01



**8. BELT FLANGE—SINGLE**  
To adapt each Stomabag for use with a belt. One flange is packed with every pack of 20 bags.

To fit Stoma	Cat. No.
19mm (¾ in.)	32-220-04
25mm (1 in.)	32-221-01
32mm (1¼ in.)	32-222-09
38mm (1½ in.)	32-223-06
51mm (2 in.)	32-224-03
64mm (2½ in.)	32-225-00



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# Comment

## Facts and figures

The Pharmaceutical Society has done a great deal recently to answer the criticism of former years that not enough was heard of the profession in terms of "public relations". Dispensing doctors, analgesics and pharmacy's future role in the NHS have been examples.

But with a somewhat "lower profile", the Pharmaceutical Services Negotiating Committee has also entered the arena—hoping to impress the media with a few hard commercial facts rather than professional idealism. Last week (fortuitously on the day that the essential small pharmacies scheme was announced) the PSNC publicity subcommittee "met the Press" to put pharmacy closures in terms of pounds, profits and prescriptions.

The tables provided (p444) for the "average" pharmacy make for disquieting reading, but there were also other statistics—net ingredient cost up 262 per cent against wholesale price index up 183 per cent 1963-76 (thus inflation hits pharmacists more than other retailers); the closure of 4,000 pharmacies has meant a loss of 16,000 jobs (with attendant unemployment benefits costs which could be better spent in maintaining the pharmaceutical service); 2.9 per cent net profit on turnover (half to a third of that for other retailers). No headlines, perhaps, but hopefully a better understanding from the media when pharmacy's case for Government money to aid survival is advanced.

## Electors' interest

Although the National Pharmaceutical Association (formerly Union) holds elections for its executive body only once in three years, the results declared last week showed a healthy interest by the electorate. The proportion exercising their democratic right ranged from just over 50 to 61 per cent in the areas where contests were held—which compares very favourably with the 30 per cent voting in the Pharmaceutical Society's Council elections.

The voters succeeded in replacing four sitting members of the NPA Board (one change was inevitable since rearranged boundaries put two against each other for the same seat) and among the losers was the NPA vice-chairman, Dr D. H. Maddock. But what of the areas—the majority—in which there was no contest?

The evidence that more than half of the electorate was prepared to vote, and that in three of the contests the vote went against the incumbent, suggests that many NPA members were disenfranchised for want of candidates. The four changes hardly provide opportunity to analyse a "trend", but there was perhaps a certain preference for more "independent" candidates—the very group that finds standing for election and, if successful, attending meetings the most costly.

That applies equally to the Society's Council, of course, but its candidates are at least spared election expenses. The NPA permits canvassing—some candidates take advantage, others do not—but one independent proprietor candidate this year put his postal bill alone at nearly £40. Perhaps one of the new Board's priorities should be to examine how further opportunities might be created for all those willing and able to serve to offer themselves in 1980.



# Notional salary up, rural 'standstill' extended

The proprietor's notional salary is to be increased to £5,287 with effect from January 1, 1977. The increase, announced at the Pharmaceutical Services Negotiating Committee meeting last month, represents the maximum permitted under Stage II of the Government's pay policy and includes an 8 per cent addition to the Stage II increase in respect of the employer's superannuation contribution.

The Committee has agreed to accept a renewal of the rural dispensing "standstill" for one year from April 11, 1977. A letter had been received from the Clothier Committee (the National Joint Committee of the medical and pharmaceutical professions) informing PSNC that a measure of agreement had been reached about proposals which could offer a constructive agreement between the professions.

As the Clothier Committee aimed to present its report before the end of the summer, to ensure ample time for the professions to consider its recommendations the "standstill" was renewed.

## Proposals on incomplete scripts

A reply from the Department concerning revised procedures for dealing with incomplete prescriptions was as follows:

Where the strength of a preparation is omitted and the pharmacist has sufficient information to make a professional judgment he must add details of the strength supplied;

Where, for a preparation ordered by period of treatment, both dose and quantity are omitted and the pharmacist has sufficient information to make a professional judgment about dose, he must add details of the dose;

Where both quantity and period of treatment are omitted, an attempt should be made to contact the prescriber to ascertain his intention: If the attempt is successful but it is not possible subsequently to obtain the prescriber's written confirmation, the pharmacist must add details of the quantity (and strength, where applicable) supplied and indicate that he has acted on the prescriber's authority, eg by the letters PC (Prescriber Contacted);

Where the prescriber cannot be contacted and the pharmacist has sufficient information to make a professional judgment, he may supply only a sufficient quantity of the preparation to complete up to five days' treatment. Except that where a combination pack (ie a proprietary pack containing more than one medicinal product) oral contraceptive or liquid antibiotic preparation (to which Drug Tariff Part II, clause 7(I) applies) is prescribed by name only, the smallest pack shall be supplied.

The pharmacist must add details of the dose if this has not been shown by the

prescriber, and the quantity (and strength where applicable) supplied.

Where a pharmacist is in any doubt about exercising professional judgment as to the prescriber's intention, an incomplete prescription must be referred back to the prescriber. The Committee considered the proposed arrangements met their representations and the Department would be informed accordingly.

Negotiations with the Department on current price change procedures for proprietary preparations and the discounting of net ingredient costs were continuing as a matter of urgency.

A letter from the Department said that BOC intended to extend the supply of aluminium oxygen cylinders to contractors served by the Corby depot from March 21. (The depot supplies the Norfolk, Lincolnshire, Cambridgeshire, Leicestershire and Northamptonshire FPC areas). Following representation from the Committee, BOC are to include two spare "O" rings with their domiciliary oxygen set.

Comments on a document dealing with preregistration experience are to be sent to the Pharmaceutical Society.

The name of Mr R. B. Harrison, MPS, had been submitted as a nominee to serve on the Welsh Pricing Committee for consideration by the Secretary for Wales.

## Progress towards unity in pharmacy

An informal meeting is being arranged between the Pharmaceutical Society and the Pharmaceutical Services Negotiating Committee to discuss how the former could act as a unifying body for all pharmacists.

The final report of Council on resolutions passed at the Branch Representatives' Meeting in May 1976 explains what action has been taken on the call for such a body.

It has been suggested that the principles of the Jenkin case could be avoided in one of three ways—by forming an independent body having a trade union function in negotiating conditions and terms of service for the various sections of the profession; by setting up a new committee of Council with a basic negotiating function (but, because of the Jenkin judgment, unable to negotiate between employee and employer pharmacist); or by ensuring progressive involvement of Society representation on established negotiating bodies. The Society's officers have considered how the Society could seek representation on negotiating committees and have advised that progress should be made "with great caution" through an approach to PSNC.

## Contractors' profitability only 2.9 pc on turnover

The average net profit margin per NHS prescription is only 4.9p—representing only 2.9 per cent profit on turnover—according to the Pharmaceutical Services Negotiating Committee. The Committee issued the following profitability figures to Press representatives last week:

Average Rx per pharmacy	= 30,000 pa
Average net profit (1977)	= 4.9p per Rx
£1,470 pa before tax, £956 pa after tax.	
Profit is required to provide cash flow to restock dispensary. Average stock held is seven weeks, therefore in 1976, average stock held was:	
7/52 x (12 x 2,500 Rx) x 112p net ingredient cost	= £4,523
In 1977 (NIC 129p) average stock	= £5,210
Additional investment required to maintain stock	£687
Available profit (as above)	£956
Balance available to finance other working capital requirements and replacement of fixed assets	£269
1977 p per Rx	
NIC less discount	129.00
Container	1.80
Labour	23.50
Overheads	10.00
	164.30
Net profit margin	4.90
Total turnover	169.20

Net profit 2.90 per cent of turnover.  
Gross profit 22.70 per cent of turnover.  
Expenses 19.80 per cent of turnover.

## Criteria for small pharmacies scheme

The essential small pharmacies scheme, given the go-ahead last week (*C&D*, March 26, p400) will cost an estimated £300,000 a year—the money coming not from the Government but from redistribution of the global sum due to chemists generally.

To qualify under the scheme, a pharmacy must:

- ☐ Be 3 km or more "as the crow flies" from the next nearest pharmacy.
- ☐ Have dispensed not fewer than 6,000 and not more than 30,000 prescriptions in 1976.
- ☐ Have had a non-NHS turnover not exceeding £25,000 per annum (excluding VAT) at March 31, 1976.
- ☐ Be providing a full time NHS service

as defined by the minimum hours laid down in the hours of service scheme.

At present the scheme will apply only to pharmacies which fulfil all of the criteria and which were included in the FPC's pharmaceutical list throughout 1976. At a later stage, following further discussions with the Department of Health, consideration will be given to the adoption of less stringent criteria and to claims from those pharmacies which qualify for payment under the former rural area subsidy scheme but which have not qualified under the provisions of the new scheme.

The FPN inviting claims from contractors whose pharmacies meet all the above criteria will be issued shortly.



## Goya 'reps' plan one-day strike over equality

Some Goya representatives will operate a 24-hour stoppage if their demands for employment equality are not met by ICI. April 4 is the suggested date depending on the outcome of a meeting between ICI and ASTMS representatives to be held after *C&D* went to press.

After ICI purchased Goya in 1975 the Savlon and Goya sales forces were merged and both groups sold the same products. But the ex-Savlon members retained "superior terms and conditions of employment" said Mr Digby Jacks, divisional officer, ASTMS, including ICI pensions, profit sharing and Christmas bonuses.

The ex-Goya representatives joined ASTMS and have now voted for industrial action unless they get ICI conditions of employment. The ex-Savlon members were not a party to the dispute said Mr Jacks, who described the employment arrangement as "a pig's ear". A spokesman from ICI pharmaceuticals division told *C&D* on Wednesday that he could not comment while negotiations were taking place.

## Drugs allowed through

The picketing of Surrey hospitals has had little effect on drug supplies although it has caused other problems.

A strike by some domestic staff at The Manor Hospital, Epsom over new rotas, led to picketing outside five hospitals. Mr S. J. Relph, principal pharmacist at The Manor Hospital, Epsom, over new rotas, supplies were affected during the first days of the strike but were now getting through. However, an outbreak of boils had occurred because of the lack of domestic staff and he was now issuing great quantities of disinfectant. Servicing of machines had also been disrupted and a machine that prepacked tablets for the whole district was out of use. Other hospitals in the area reported no delivery problems.

## Pickets remain 'peaceful'

"Peaceful" pickets were in evidence again outside the pharmacy of Mr G. Ries, in North-west London, at the weekend.

However, none of the pickets—who have been representing the Association of Professional Executive and Computer Staff in their dispute with Grunwick Laboratories film processors—appeared outside the pharmacy of Mr M. Brody, Willesden Green. Mr Brody, whose business has been picketed several times, has said he might use another film processor in addition to Grunwick to see how the two compared.

## Yardley strike over

Women production workers at Yardley Ltd have gone back to work after an unofficial strike over a disagreement on an industrial tribunal decision concerning equal pay (see *C&D*, March 5, p277). A spokesman for the company said the return was conditional on the case going before a panel appointed by the Advisory, Conciliation and Arbitration Board. Meanwhile all full-time workers have been awarded a lump sum payment of £30, and part-time workers have received £15.

Dr T. D. Whittet, chief pharmacist, Department of Health, was at Buckingham Palace on Tuesday to receive his CBE, awarded in the New Year Honours. With him are his wife Doreen and son David



## Nurses concerned about access to pharmacies

"Concern has been expressed that current shopping trends and the fact that some practitioners do their own dispensing are forcing some pharmacists out of business", says the Royal College of Nursing in its evidence to the Royal Commission on the NHS. "If this trend continues the patient's access to a pharmacist will become more limited."

The RCN also believes that family practitioners should be brought "more effectively within the aegis of the service, but clinical independence must be safeguarded"; that the NHS should remain free at the point of delivery, that there should be closer control and monitoring of drug use and that as soon as funds allow the number of health centres should be extended.

## OTC drug market prospects

Small companies will find it increasingly difficult to survive in the OTC drug market by 1985, according to researchers at the London Business School.

The market will be dominated more and more by large companies, and multi-nationals not currently competing may move into this area in the future. The "giant" companies will be able to service retailers more effectively, advertise to such a degree that other brands cannot support a minimum effective level, and use large, multi-channel sales forces to ensure fast sell-ins and minimum out-of-stock conditions in more than one channel of distribution.

The researchers add in their report, "A study of the evolution of concentration in the pharmaceutical industry for the UK" (HM Stationery Office, £2.65), that manufacturers will probably request more promotions and greater retail space utilisation. The OTC drug research was based on sales through pharmacies 1969-73.

## Sedbury scheme starts

Chepstow pharmacists on Monday started a prescription collection and delivery service for patients in nearby Sedbury. Local doctors have applied to start dispensing from new premises in Sedbury for patients who were said to have difficulty getting to the nearest pharmacies in Chepstow.

The three pharmacies take turns to operate the service during their rota week and the collection and delivery point is a general store. An announcement was made in the local newspapers and the following day "a couple" of patients made use of the scheme, one of the pharmacists told *C&D* on Tuesday.

## Tax relief in Budget

In his Budget proposals on Tuesday, Mr Healey announced that the annual amount on which self-employed people may claim tax relief on premiums paid for an annuity on retirement will be raised from £2,250 to £3,000. There will be proportionate increases in the limits for people born before 1916 and for the special types of contract first introduced in 1971.

The profit level by which small companies are defined for the preferential rate of corporation tax will go up from £30,000 to £40,000. The limit for marginal relief will be increased from £50,000 to £65,000. The interim scheme of stock relief will be continued in its present form until 1978-79.

## VAT law proposals

The Treasury is proposing to amend VAT laws to comply with EEC Directives. Agreement has been reached by the Council of Ministers on the Sixth Directive, designed to harmonise VAT assessment within the EEC and if it is confirmed by European Parliament, appropriate legislation will be included in the Finance Bill. The overall objective is to make the Community fully self-financing by January 1, 1978.

## Draft labelling proposals

In the draft labelling regulations proposed by the Department of Health (*C&D*, March 19, p388) the use of the phrase "Warning. Do not exceed the stated dose" on human medicines covered by Section 52 of the Medicines Act will be required only on medicines which would be covered by Section 58 of the Act but for the proportion of a particular substance that they contain. (Section 52 of the Medicines Act covers products which may be sold only under a pharmacist's supervision, and Section 58 covers prescription-only medicines.) This clarifies an ambiguity in *C&D*'s condensation of the proposals.



# PSNC support for Tricker

The Pharmaceutical Services Negotiating Committee has agreed its comments on the prescription pricing inquiry to be submitted to the Department of Health.

On Mr Tricker's short-term proposals, the committee understands that the PPA has already approved measures to reduce the amount of checking which is in itself unproductive; the small group team work; the establishment of the personnel unit; the extended period of training; the introduction of "flexi-time" working.

The recommendation to recruit older staff is questioned if evidence is produced which shows that standards achieved fall below those achieved by the younger pricers. Whilst the Sex Discrimination Act acting alongside the availability of male staff in recent months has resulted in male recruitment, it is understood that interrogation of the males has shown that they regard the work as "suitable for women"; they do not see a career structure which will assure them of a satisfactory financial reward in the short to medium term.

Rather than to debate the primary and secondary functions, the Authority properly structured, well organised and staffed and employing modern management techniques should be fully capable of pricing chemist contractors' prescriptions speedily and accurately; monitoring and analysing the prescriptions so that information can be made available to the medical and pharmaceutical professions, to the DHSS and others as appropriate. Mr Tricker properly assumes that as a result the former would not be considered less favourably than the latter.

## Immediate problems resolved

The Committee says that generally speaking, Mr Tricker's recommendations, if implemented, would achieve the objective. The meeting of completion dates was far more satisfactory now than when the inquiry began, pricing arrears should be overtaken within the next few weeks and the short-term measures he suggested therefore were not now so pressing. Many of the short-term recommendations were approved by the PPA when considering the Bailey report and they should proceed. The Committee did not, however, assume that because immediate problems were resolved there was no urgency in re-organising or investigating methods of computerisation. The measures suggested by Mr Tricker which may prove beneficial in the longer term should be taken, finances permitting.

Simplification of procedures must not be made to the detriment of accurately determined reimbursement, the Committee emphasises. It was totally opposed to any form of sample pricing and would not, under any circumstances agree to this. The Committee would welcome the

opportunity to co-operate in establishing the working party to look into costs and benefits of computerisation.

PSNC shares the views expressed on geographical links between FPC's and bureaux but did not consider there was any urgency in the matter. It agreed that greater authority should be invested in the divisional administrators and that their responsibility be directly to the secretary. Broad policy must, however, continue to come from the top.

The Committee considered the aim should be for centralised management services and felt that Mr Tricker's organisational structure achieved this.

The pharmaceutical qualification of staff within the headquarters administration was thought not essential but an advantage.

PSNC endorsed the proposed constitution and the criteria to be taken into account when PPA members were appointed, particularly the ability to devote sufficient time to the Authority's work.

The Committee did not consider that members should be rejected automatically if over 65 years of age, endorsed Mr Tricker's recommendation regarding the appointment of a chairman, and considered that pending discussions on computerisation, no fundamental change in the Constitution is called for.

## New minimum wages in Northern Ireland

New minimum wages will operate in Northern Ireland from April 1. Conditions of employment are being updated to include recent legislation and will follow.

The new scales apply to both sexes and are minima not preventing the payment of higher rates or better conditions of employment. Annual increments apply from date of appointment. They are as follows: *Students and apprentices:* Pre-registration graduate £1,625.

*Assistant pharmaceutical chemists:* After qualification and PhC registration, First year £2,625; Second year £2,782.50; Third year £2,940; Fourth year £3,097.50; Fifth year £3,255; Sixth year £3,412.50; Seventh year £3,570.

*Managers and branch managers:* (persons qualified as pharmaceutical chemists, employed in the capacity of manager or branch manager), after qualification and registration as PhC, First year by negotiation; Second year £3,225; Third year £3,517.50; Fourth year £3,727.50; Fifth year £3,937.50; Sixth year £4,147.50; Seventh year £4,358.

*Superintendents of bodies corporate and managers for representatives:* (Section 17 and 18, 1945 Act). From appointment to above post, First year £3,780; Second year £4,095; Third year £4,408; Fourth year £4,708; Fifth year £5,008.

*Locums:* £69.30 per week, expenses if any, by prior negotiation.

*Shop assistants:* age 16 years £18.50 per week; 17 years £21.20; 18 years £24.50; \*19 years £26.00; 20 years £27.50; 21 years £29.50. \*At this point increments are subject to previous experience.

*Rota:* pharmacists £3 per hour; assistants £1.30 per hour.

*Dispensing assistants:* ie not less than 20 years of age, wholly or mainly engaged in dispensing, and who have passed the final



Above: Mr J. D. Pollock (right) presents a lectern to Mr J. Chambers, president, PSNI. Below: Close-up of the lectern

## Lectern gift for PSNI

Mr J. D. Pollock (Thomas McMullan & Co Ltd) presented a lectern and amplifying system to the Pharmaceutical Society of Northern Ireland, at last month's meeting to mark the Society's Golden Jubilee. He said his company had had a long association with the Society and were pleased to make the gift for use in the lecture hall.

The first member appointed to represent the Wholesale Drug Trade on the Council, in 1925, was Mr (later Sir Thomas) McMullan. He was succeeded by Mr F. R. Moore who, when he retired, was replaced by Mr Pollock. The president, Mr J. Chambers, accepting the gifts, said the Society was grateful to the donors not only for the gifts but for providing three valuable council members in 50 years.

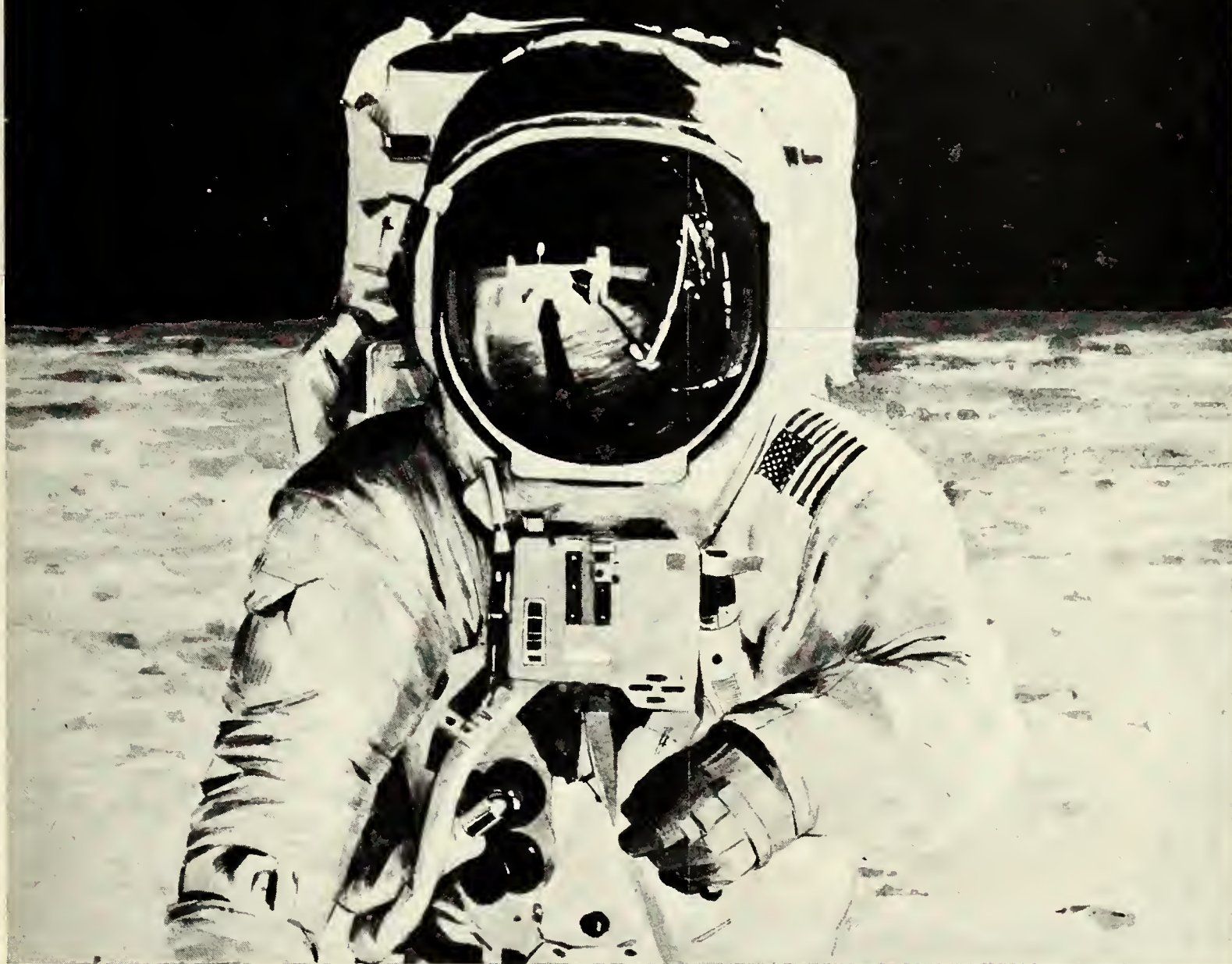
examination of the Dispensing Technician's Certificate (738) of the City & Guilds of London Institute, or equivalent, or on December 31, 1974, had completed not less than three years' continuous experience in pharmacy and were wholly or mainly engaged dispensing—Age 20 years £30.50 per week; 21 years £32.50; 22 years £34.50; above 22 years salary negotiable.

*All deliveries of oxygen or other essential supplies undertaken by an assistant or manager outside working hours should be paid at overtime rates, and mileage allowance if own car is used.*





# Marzine<sup>\*</sup> takes a giant step



It would be disastrous if an astronaut got travel sick. That's why N.A.S.A. chose Marzine for the astronauts to take with them on all the Apollo space missions.

Fortunately, we are not all subjected to the rigours of space travel, but Marzine is just as effective for any kind of modern day travel.

So Marzine offers you a display using this exceptional recommendation to stimulate public interest and so boost your sales.

The strong point-of-sale crowner and show-card portraying the astronauts and lunar rover on the moon, will create an attractive eye-catching display for your counter.

Order your stocks now through your Wellcome Representative and take advantage of the extra special bonus offers, together with this exciting display material. You'll be sure to put your sales into orbit.

Marzine Cyclizine tablets B.P. 50mg. \*Trade Mark.

The Wellcome Foundation Ltd., Berkhamsted, Herts.



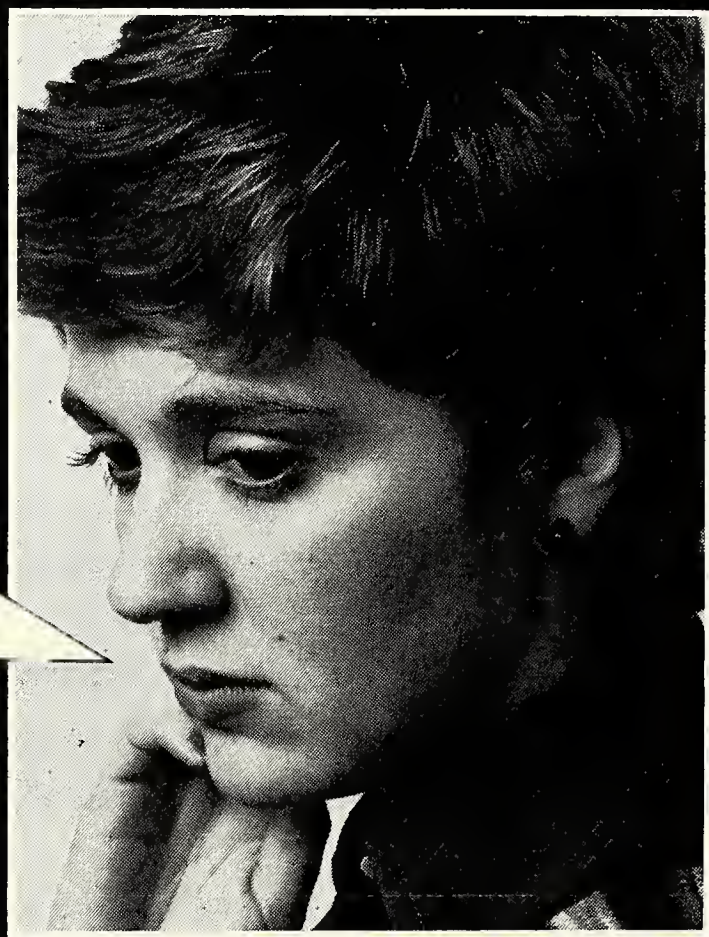
**Wellcome**

## as chosen by NASA for all the Apollo missions



# Every week about $\frac{1}{2}$ million people ask themselves this question.

**"WHAT CAN I  
GIVE THEM FOR  
THEIR  
BIRTHDAY?"**



## Chemist Gift Tokens provide the answer.

And not just for birthdays either. Millions of gift purchases are made every day of the year—for weddings, births, anniversaries, engagements and so on. Already over 2000 chemists throughout the U.K. have found that there are millions of good

reasons to stock Chemist Gift Tokens—the perfect answer to all gift problems.

If you would like to provide the answer too, contact Sangers Services Ltd., 102 Morden Road, Mitcham, Surrey. Tel: 01 640 7142.



**IMPORTANT NOTE: Whether or not you are a current stockist Sangers will redeem all Chemist Gift Tokens.**



# People

# Topical reflections

BY XRAYSER

## Demonstration

A recent reference to postgraduate practical experience conjured up a hazy picture of that most-maligned of all forms of training—the apprenticeship. Within memory, the first rung of the ladder leading to registration was to find a situation which promised a practical training over as wide a field as could be imagined, not excluding some of the occupations recognised as of value by Mr Squeers. In return for industry in washing windows and sweeping floors one was permitted to watch and, with solemn warning, to do. And it was here that demonstration was of the utmost value; it was here that the habits of a lifetime were acquired and those who were fortunate enough to be able to model themselves on a perfectionist were soon themselves perfectionists.

There was, of course, room for demonstration, for even the best text-books, with all the skill and art of the writer, fell short in many respects. With a skilled demonstrator, even pill-making became possible and, once acquired, the art remained for all time. It is dormant now, due in part to the manufacturing laboratory, in part to the changes in medical practice and, to some extent, to the introduction of a National Health Service—and, perhaps as much as anything, to nature herself, for the supply of little old ladies who never went to bed without taking a pill grows smaller as the years go by. For the most part, the drugs in use were those of the ancients and few pills did not contain the sacred aloes.

Demonstration figured largely, too, in the making of ointments and the packing of percolators. The materia medica has altered with the years, but the introduction to practising pharmacy, while concerned with different techniques, must still be imparted to the trainee by a dedicated pharmacist. Despite today's standards of education, despite the university degree, the most important part of the modelling process remains the first contact with actual practising conditions. And the pharmacist responsible for supervision has a high responsibility, not only to his student but to the future of the whole profession.

In referring to the number of little old ladies who never went to bed without taking a pill, I had not, of course, forgotten that the art of swallowing tablets and capsules is firmly entrenched today. I had in mind what a poetic and aloetic manufacturer marketed under the title of "peristaltic persuaders".

## Dangerous

In a Press interview, a spokesman for Reckitt & Colman is reported as saying that the decision to accept the amended decision on the sale of analgesics was encouraging news. He was grateful, he said, for the efforts by local Members of Parliament to get what was potentially dangerous legislation stopped. The proposed legislation would, he said, have severely limited the sales of Disprin and other products through supermarkets and self-service outlets.

Such legislation would, I agree, have been dangerous in the extreme—to the manufacturers, the supermarkets and the self-service outlets.

**Mr Don Sutherland**, chairman and managing director of Miles Laboratories Ltd, has been elected chairman of the European Proprietary Association (AESGP).

**Mr Craig Sergeant**, a senior pharmacist at the Sir Charles Gairdner Hospital, Nedlands, Perth, Western Australia, has been chosen as a member of the Australian cricket team to tour Britain this summer.

**Mr Harry Allen**, president of the British Photographic Manufacturer's Association and managing director of Polaroid (UK) Ltd, has been elected president of the photographic equipment section of the European Industry Federation for the next three years. He is the first British representative to be elected president. Mr Alan Skipper, secretary of the BPMA, will take over the secretariat of the Federation.

### Deaths

**Forsyth**: At the age of 93 years, Mr John Forsyth who qualified in 1920. Retiring in 1957, he was a former director and company secretary of William Paterson & Sons (Aberdeen) Ltd, prior to that, Mr Forsyth was with John Mackay & Co Ltd, which later became a subsidiary of T. & H. Smith Ltd, as did William Paterson & Sons (Aberdeen) Ltd.

**Goldthorpe**: On March 27, Helena Goldthorpe, widow of the late John R. Goldthorpe, who was publisher of *C&D* until his retirement in 1953. Mrs Goldthorpe was well known in the Manchester area and attended many British Pharmaceutical Conferences.

**Swanson**: On March 7, Mr David W. B. Swanson, Newland's, Cape Town, South Africa. Mr Swanson, who qualified in 1937, is survived by a wife and two sons.

**Thompson**: On March 16, after a long illness, Mr Charles Albert Thompson, MPSNI, Westwinds, Bushfoot Road, Portballintrae, co Antrim. Mr Thompson, who qualified in 1928, owned a business in Lisburn, co Antrim, for almost twenty years, and subsequently the business now operated by Mr S. McC. Moore. The Diamond, Coleraine, co Londonderry. Retiring in 1962, Mr Thompson did some ocum work until illness overcame him.

**Wright**: On March 19 in hospital, age 85, Mr Ernest John Wright, FPS, 95 Elwyn Road, March, Cambridgeshire. He was governing director of Ernest J. Wright Ltd, pharmacists, of Broad Street for many years and retained an interest in the company up to his death. He qualified in 1920.

### News in brief

□ The British Society for the History of Pharmacy has re-elected the following to the committee: Messrs C. G. Drummond, D. A. Hodgson, L. G. Matthews and A. Wright.

□ From April 4 the address of the Home Office drugs branch will be Queen Anne's Gate, London SW1H 9AT (telephone 01-

213 3000). The south-eastern regional office of the drugs branch inspectorate will continue to be located at Romney House, Marsham Street, London SW1.

□ Contractors in England dispensed during December 1976, 25,148,215 prescriptions (15,285,871 forms) at a cost of £41,803,248, an average of £1.66 per prescription. During the whole of 1976

292,638,318 prescriptions were dispensed (181,700,216 forms) at a cost of £450,713,622—an average of £1.54.

□ The Employment Protection Act leaflet No 4, "New rights for the expectant mother", has been published by the Department of Employment and is available from Jobcentres, employment offices and unemployment benefit offices.



# New products

## Shaving

### Remington match wet razors

Sperry Remington have launched the M3 triple action—claimed to be “the first electric shaver that can shave as close as a wet razor”. The claim, supported by research among wet blade users, will be the basis of M3 promotion (Sperry Remington point to the marketing opportunity this creates since Britain lags behind most other western countries in the establishment of electric shavers, with more than 60 per cent of men still using a wet blade method).

The comparative tests were carried out by the Consumer Response Corporation and each person in the study was a confirmed wet shaver. Sixty-four per cent felt their electric shave was equal to, or better than, their wet shave in terms of closeness and ratings in favour of the M3 were even higher for smoothness and overall comfort in use.

Some of those in the tests were users of double-blade wet razors and a similar action is the basis of the Remington M3. It has two narrow-radius foil heads—the first cuts the bristles close, at the same time lifting them, the second cuts them even closer before they can fully retract. Finally, a unique “intercept cutter” removes any long hairs that escape the action of the foil heads.

Another feature of the M3 is a professional-width trimmer for sideburns and moustache; it is covered by a guard while shaving is in progress. Three versions are available: M3 mains (£26.95), M3 de luxe (£29.95)—both dual voltage—and the M3 rechargeable (£39.95). The rechargeable stands on a “world-wide” charging base and has a new “shave counter” which records the number of times the razor has been switched on since the last recharge. The M3 models are additional to, and do not supersede, the present Remington shaver range.

Remington's heaviest television and

The middle-of-the-range de luxe M3 has a coil cord and comes complete in a presentation case



Press campaign is booked to start in May (Sperry Remington Consumer Products, Apex Tower, High Street, New Malden, Surrey KT3 4DL).

## Sundries

### The Tweezer-lite

The Tweezer-lite was designed primarily as a beauty aid, for plucking eyebrows, fixing false eyelashes, etc, and it gives, says the manufacturers, “an accuracy not possible with ordinary tweezers”. They are made of surgical stainless steel with precision tips to hold the smallest objects and are attached to a hollow handle containing a battery and bulb. The handle is twisted to light the bulb and provide pinpoint illumination where it is most needed. From its original concept the Tweezer-lite (£4.95) has been found useful in many other fields—for doctors attending night road accidents, to swab or remove splinters of glass, for vets, modelmakers, philatelists, watchmakers and jewellers (Tweezer-Lite (UK), 3 Cheltenham Road, Gloucester).

### Jubilee Sparklet syphons

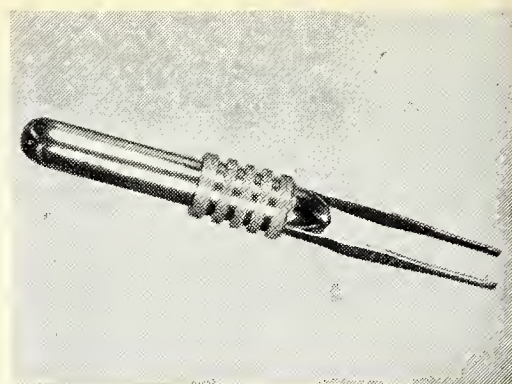
Jubilee Year has inspired Sparklets to introduce two new syphons, each carrying the Design Centre Jubilee insignia. The Ambassador syphon (£19.95) in satin-finish stainless steel has the insignia in black and the Red Hostmaster (£10.75) carries the same mark in white. Both syphons are being produced in strictly limited editions and the company expects that they will become collector's items in the future (Sparklets International, BOC Ltd, Queen Street, London N17 8JA).

## Photographic

### Kodak instant cameras

Kodak instant cameras and films are to be launched in the UK and Ireland on May 16. Sales representatives will be calling on dealers from early April with details of introductory offers and initially the range is to comprise three cameras and one film.

The selling points suggested by Kodak are: The size and shape of the cameras provide ease of holding and use. The self-developing colour prints emerge automatically from the EK6 (£63.00) and EK8 (£105.30) cameras by means of a motorised film advance. The EK4 (£49.15) has the



The Tweezer-lite

sophistication of the EK6 but the picture is hand-wound from the camera. Both models feature a zooming circle focus aid in the viewfinder.

With the EK8 camera, accurate, sharp focusing is achieved with the aid of a coupled coincident-type rangefinder. Automatic exposure control is provided in all three models for daylight and flash pictures. For flash picture-taking all three models take a clip-on, 8-bulb flipflash. All three take 10-exposure Kodak PR10 instant print film cartridges (£4.80). The cameras carry a three-year warranty and reprints from instant prints are available.

Kodak say their “instant cameras produce prints with a high degree of colour fidelity”. Development of the rectangular colour prints takes place outside the camera in daylight or room light. Each picture is delivered completely dry, and there is no layer of paper to peel off. The “Satinlux” surface of the picture protects it from smudges and fingerprints. An image begins to appear within a minute or two and development is essentially complete in about eight minutes.

Kodak point out that the new developments came in three areas: A dye release chemistry which provides excellent colour purity; new dyes tailored to precise standards of colour reproduction; new reversal emulsions of greatly increased photographic speed (Kodak Ltd, Kodak House, Station Road, Hemel Hempstead).

## on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

**Anadin:** All areas

**Aspro Clear:** All areas

**Brobat Bloo:** All except E

**Crest:** All except E

**Charles of the Ritz:** M

**Denim:** All areas

**Elastoplast:** All except E

**Harmony colorant:** Y, NE

**Max Factor Maxi make-up:** All except E

**Milton crystals:** M

**Natural Balance:** All areas

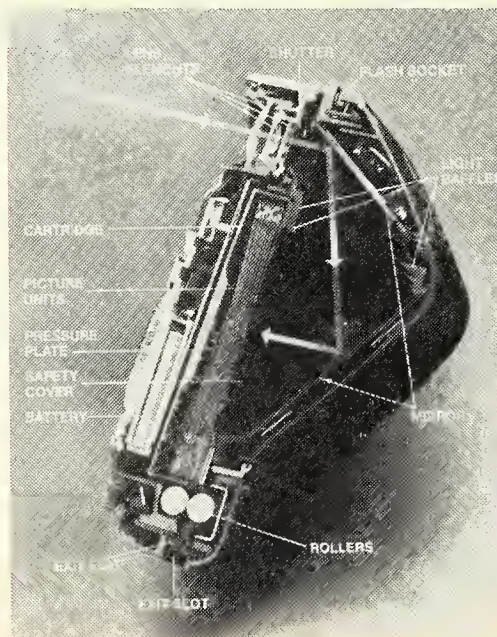
**Odor Eaters:** All areas

**Sudocrem:** Lc

**Sunsilk hairspray:** All areas

**Sure:** All areas

**Vosene:** All areas





**Prescription specialities****DAKTACORT cream**

**Manufacturer** Janssen Pharmaceutical Ltd, Janssen House, Marlow, Bucks SL7 1ET

**Description** White, non-staining, water miscible cream containing miconazole nitrate 2 per cent w/w and hydrocortisone 1 per cent w/w

**Indications** Skin conditions where inflammation and infection by susceptible organisms co-exist, eg infected eczema

**Contraindications** Hypersensitivity

**Method of use** Apply two or three times daily, rubbing gently into affected area. Occlusive dressing necessary only for nail lesions

**Precautions** Care in infants and children where preparation is to be applied to extensive areas or under occlusive dressing. Continuous prolonged treatment should not be necessary. Should not be used extensively in pregnancy

**Side effects** Rarely, local sensitivity may require discontinuation

**Storage** In a cool place

**Packs** 15g tube (£1.35 trade)

**Supply restrictions** Recommended on prescription only Issued April 1977

**TRANDATE tablets and injection**

Trandate (labetalol) is a combined alpha- and beta-adrenoceptor blocker for the management of all grades of hypertension. It lowers blood pressure primarily by blocking alpha-adrenoreceptors in peripheral arterioles thereby reducing peripheral resistance. At the same time it blocks beta-adrenoreceptors in the heart, protecting the heart from the reflex sympathetic drive normally induced by peripheral vasodilation so blood pressure reduction is achieved without cardiac stimulation. Conversely increased reflex activity modulates the beta-blocking effect on the heart and cardiac output is not significantly reduced at rest or after moderate exercise. In most patients, barostatic reflexes remain sufficiently active to avoid side effects of postural hypotension.

The manufacturer is seeking the co-operation of the medical profession in monitoring the drug's use in general practice for a proposed one year period. The results of regular checks on as many patients as possible will be submitted to the Committee on Safety of Medicines.

**Manufacturer** Allen & Hanburys Ltd, Bethnal Green, London E2 6LA

**Description** *Tablets*—circular, orange-coloured, film-coated biconvex tablet marked "Trandate 100AH" one face, containing labetalol hydrochloride 100mg; circular, orange-coloured, film-coated biconvex tablet marked "Trandate 200AH" containing labetalol hydrochloride 200mg. *Injection*—20ml ampoules containing 100mg (5mg/ml) labetalol hydrochloride in aqueous colourless solution

**Indications** *Tablets*—mild, moderate and severe hypertension. *Injection*—when rapid blood pressure control is essential in severely hypertensive patients

**Dosage** *Adults only, tablets*—initially 100mg three times daily preferably after food. If blood pressure fall is less than optimal after one or two weeks, increase to 200mg three or four times daily. Usual dose ranges—mild to moderate hypertension, 300mg to 800mg daily; moderately severe hypertension, 600mg to 1,200mg daily; severe hypertension

1,200mg to 2,400mg daily. *Injection*—for intravenous use in hospitalised patients, always in supine position. Either 50mg over at least one minute, repeated at 5 minute intervals to 200mg total; or by infusion of the contents of two ampoules (200mg) diluted to 200ml with sodium chloride and dextrose injection. Effective dose usually 50-200mg. See literature

**Precautions** Should not normally be given to patients with digitalis-resistant heart failure or atrio-ventricular block. Care in asthmatics or individuals prone to bronchospasm (which may be controlled with an inhaled selectively-acting bronchodilator such as salbutamol). Therapy need not be discontinued in patients requiring anaesthesia but intravenous atropine should be given prior to induction. The effect of halothane on blood pressure may be enhanced. Unnecessary administration during first trimester of pregnancy is undesirable. With tablets, heart failure

should be controlled with digitalis and diuretics before treatment is started

**Side effects** Postural hypotension may occur if initial dose too high or dose increased too rapidly. Patients with difficulties at first usually tolerate the drug well after a few weeks. Nasal stuffiness, vivid dreams and failure of ejaculation have been reported in a few patients. Epigastric pain has occurred with high doses. Headache, nausea, lethargy, tiredness and cramp have been reported but are usually transient. With injection, excessive postural hypotension may occur if patients assume the upright position within three hours

**Storage** Protect injection from light

**Packs** Tablets 100mg—50 (£3.44 trade) and 250 (£16.40); 200mg—50 (£4.88) and 250 (£22.88). Injection—boxes of 5 ampoules of 20ml (£9.80)

**Supply restrictions** Recommended on prescription only Issued April 1977



# EAREX for EARWAX

Over the counter, over the years, millions\* of customers have appreciated the pharmacist's advice.

## Earex for earwax problems.

Who better than the pharmacist to advise customers to use a little Earex to prevent earwax problems. And benefit from the continual support of a relieved customer.



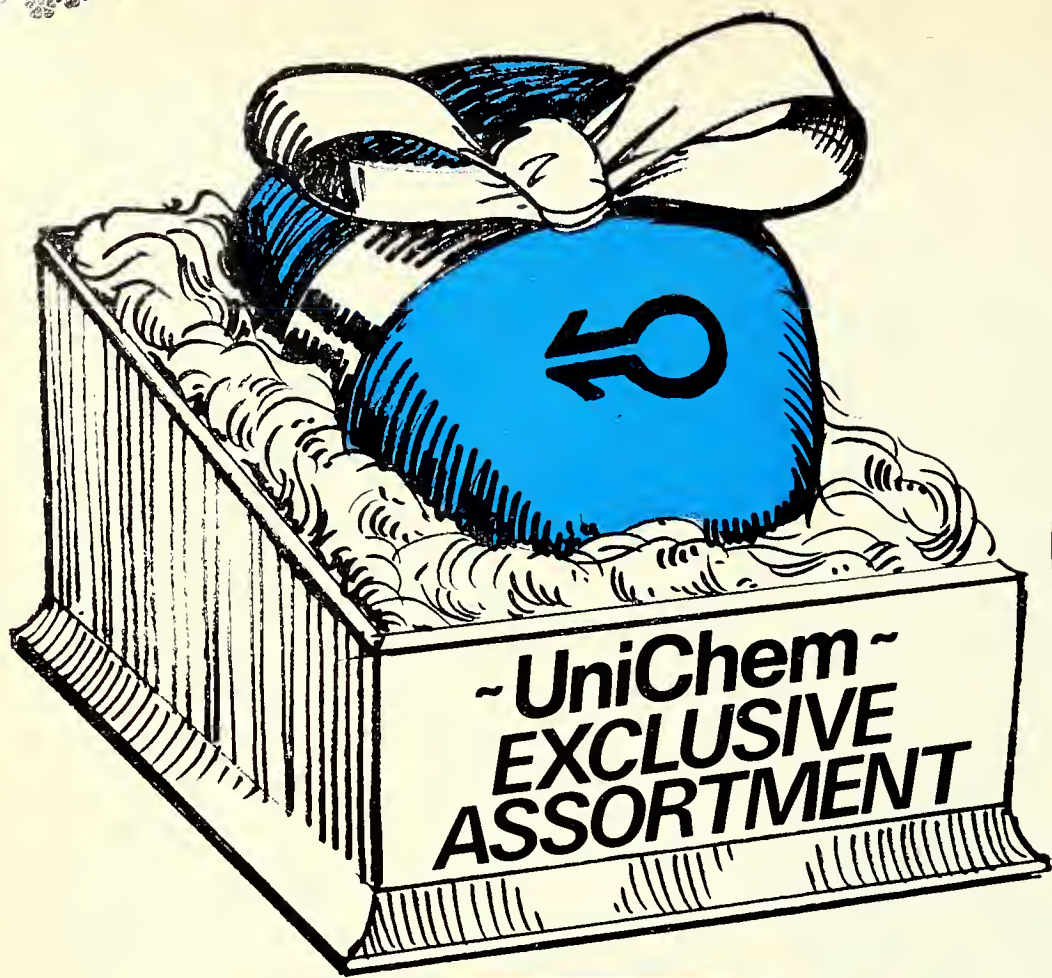
# EAREX

gentle eardrops

*The brand leader for earwax relief.*

\*Over the last 2 years 2,500,000 bottles of Earex have been bought through retail pharmacies.





OF SPECIAL  
OFFERS

**ARRID**  
EXTRA DRY  
**22½% off**

**HARMONY**  
HAIRSPRAY  
**20% off**

**KOTEX** (10's)  
**SIMPLICITY**  
**12½% off**

**OFFERS AVAILABLE 12-29 APRIL**





**COLGATE**  
DENTAL CREAM  
**27½% off**

**DR. WHITE'S**  
SIZE 1 & 2  
**12½% off**



**RADIX**  
SALTS  
**20% off**



**WILKINSON**  
**SWORD**  
DOUBLE EDGE BLADES  
**14% off**

EGGS - CLUSIVE TO SHAREHOLDER MEMBERS

**Plus** AN ADDITIONAL 6%† DISCOUNT IN THE FORM  
OF PROFIT-SHARING REBATE († Basic Rate Forecast)


J. A. L. SPELLER, General Sales Manager  
UniChem Ltd., Crown House, Morden, Surrey

ne \_\_\_\_\_  
ress \_\_\_\_\_  
Date \_\_\_\_\_

*I would like to know  
more about UniChem.*



CD/4/77





# Trade News

## New cameras for old

Following the 50p coupon offer with packs of Polaroid Type 88 film (throughout the year), Polaroid (UK) Ltd, Ashley Road, St Albans, Herts, have announced a trade-in offer, during May and June, designed to sell their newest models—2000, 3000, SX-70 Alpha 1 deluxe and executive, and the folding EE100 camera.

"Trade-in" advertisements in two sizes are available from Polaroid promotions department, together with a display poster and showcard proclaiming "Your old camera worth up to £10". Radio commercials and television scripts will also be supplied. Dealers have to place the advertisement in their local paper, or on radio or television before June 30 and display the poster and showcard offering trade-in allowances to any customers purchasing one of the stated Polaroid cameras. In exchange for the purchaser's old camera (any make, any condition), dealers may offer £10 if an SX-70 Alpha 1 deluxe is purchased, £7.50 if an EE100, and £5 if a 2000, 3000 or SX-70 Alpha 1 executive.

Polaroid will reimburse dealers with the appropriate cash credit, and arrange for transporting the old cameras to St. Albans. They will also "reimburse the dealer's advertising costs with cash credit up to the maximum advertising allowance they have generated under the terms of the spring-summer merchandising plan".

## Enterprise starts with 340

Enterprise, the new chemists' trading group launched in the Midlands by Branded Goods Wholesale (Stoke-on-Trent) Ltd (C&D, January 22, p74) will have the backing of 340 retail pharmacy members for its first promotion starting April 1. The group will advertise on ATV Midlands and Granada Television, and in the Midlands and Northern editions of *TV Times*, which will carry coupons redeemable only at Enterprise shops. Products featured in the promotion are Paddi Pads 30s at £0.67 (less 10p coupon), Heinz baby meals at £0.62 (less 5p coupon), Andrex toilet rolls at £0.24½, Body Mist medium aerosol at £0.39 (less 5p coupon), Sunsilk hairsprays, large, at £0.37 (less 5p coupon), Tender Touch economy rolls at £0.36, Alberto Balsam conditioner at £0.27 (less 4p coupon), Grecian 2000 and Lady Grecian at £0.89 (less 4p coupon) and Gillette GIII cartidges at £0.43 (less 5p coupon).

## ICML hot water bottles

The range of hot water bottles from Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts BA12 9JU, is being extended to offer a "total package". Two children's bottles are being added and also a cheaper bottle, all of

which are manufactured to British Safety Standards. A new brand name of Nuwarm will also be phased in over the next season on the packaging.

Imported bottles have been taking an increasing share of the UK market but the company feels that many may be eliminated when the Government stops imports of non BSS materials. The company also points out that while some bottles at present available are *tested* to British Safety Standards, all the NPA bottles are *manufactured* to this standard. Orders for the economy bottles (£1.00) must be in multiples of 40. Chemists accepting deliveries of all bottles before June 30 will be entitled to a 7½ per cent extra discount and deliveries will be available from May 2; to qualify, a minimum of 10 dozen assorted must be ordered. An incentive of 5 per cent off the buying price is also available to members for deliveries accepted between July 1 and 31, with the same qualifications. Point of sale material will be available at the beginning of the autumn/winter season. All bottles carry a two year guarantee.

## Ordering of Benylets

Parke, Davis & Co, Usk Road, Pontypool, Gwent NP4 8YH, say they are receiving a number of orders for incomplete units of their cherry and lemon flavoured Benylets. The ordering unit (£3.70 trade) comprises 40 packs of 9 lozenges and the packs can only be supplied in multiples of complete units.

The company has introduced Arquel, an equine anti-inflammatory analgesic containing meclofenamic acid in 10g sachets (30, £11.50 trade).

## Tender Touch cleansing buds

Tender Touch cleansing buds have been launched by Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts, as a line extension to their existing range of Tender Touch cleansing puffs, rolls and pleats for cosmetic and nursery use. The pink stemmed buds are packed 100 per drum (£0.47).

The company has also introduced a refill for the floral fragrance Airbal. Research, says the company, has shown that floral is the second most popular fragrance. Advertising will continue throughout 1977 both on television and in women's magazines and new point-of-sale material will be made available.

## Andrex ask "Whose puppy?"

End seals on packs of Andrex from Bowater Scott Corporation Ltd, Bowater House, 68 Knightsbridge, London SW1 7RL, will draw attention to a full-page advertising campaign that will feature a "Whose puppy?" competition. The advertisements will be appearing for three weeks from April 10 in the *Radio Times*, *TV Times*, *Sunday Mirror*, *Sunday People*, *Woman's Own* and *Woman*. Contestants will be invited to match the pictures of six puppies to pictures of the mother dogs, additionally they will be asked to think up names for the puppies. Each entry is to be accompanied by two wrappers from Andrex double packs, and sent to the offer address on the entry form which is Box 462, Unique House, Eccleston Road, London W13 0RH. The prizes are said by the company to depict all the qualities

offered by Andrex-toilet tissues, the very soft quality of the fluffy toy dogs, the strength of the toy lorries and the very long tails of the "Flying Dixie" kites. Judging will take place between the closing date of the competition, May 27 and June 9. Point of sale material including headboards and shelf strips will be made available.

The company is also running a money-off offer on Petal toilet tissue. Petal 2-roll will carry the flash "2½p off next purchase" and the four roll pack a "5p off next purchase" flash.

## Coded Nuelin tablets 125mg

Nuelin tablets 50mg have been discontinued by Riker Laboratories, 1 Morley Street, Loughborough, Leics LE11 1EP. However, a coded Nuelin 125mg tablet with a breakline has been introduced, which is 9mm in diameter and is marked "NL/125" one side, "Riker" on the other. The recommended dose for children aged 7 to 12 years (20-35kg) is one tablet initially then half or one tablet three or four times daily; the difficulty of dividing the tablet accurately makes it unsuitable for use in children under 7. Stickers will be placed on the cap of each bottle of 100 new tablets during the coming weeks.

## Albion to distribute Cidal

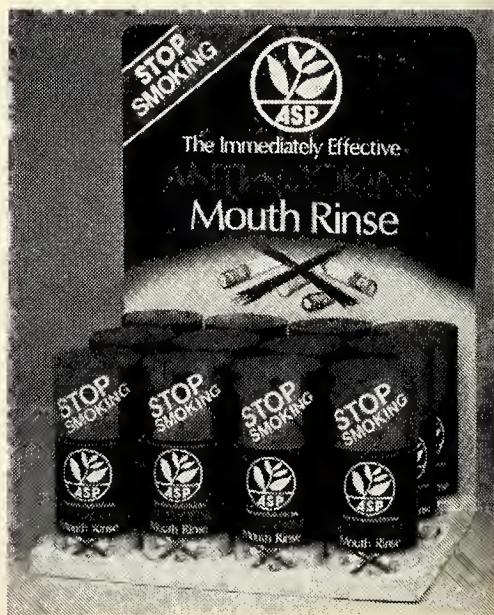
Princes Foods Ltd and Zedworth Ltd have agreed in principle to the latter's purchase of the Cidal products division of Princes. Zedworth Ltd have arranged for Cidal to be distributed in the UK by Albion Soap Co Ltd, 113 Station Road, Hampton, Middlesex TW12 2DY.

## Depixol tablet markings

Future supplies of Depixol tablets 3mg will be in a see-through package and the tablets will be printed in black on one face with the company loggo, say Lundbeck Ltd, 48 Park Street, Luton, Beds.

*Continued on p456*

ASP anti-smoking product from Antobond Ltd, 16 Boar Lane, Leeds LS1 6EA, will shortly be available in new packaging and is seen here in the display outer. Pharmacist winners of last year's display competition are Mr G. R. Grantham, Portsmouth, Mr F. R. Stock, Bournemouth and Mr V. Richford, St Columb, Cornwall





# Guess who signed up Phil Parkes this season.

Everyone knows Phil Parkes is a hero on the football pitch. But since we signed him for Cossack, he's going to be a hero in the dressing room.

Your hero.

Because about 15 million men will see Phil using Cossack on his hair after a match. (That's about 500 times as many people as who'll see him at any match.) They'll see him in an exciting, action-packed commercial on national television during April and May.

Some of those 15 million men are your customers. Many of them are going to become Cossack supporters, if they aren't already.

This season, Phil Parkes will make Cossack the hairspray league champion again.

And we think that's a pretty good reason for signing him.

Phil Parkes Q.P.R. and  
England under-23 Goalkeeper.



Stock Cossack for  
all 3 hair types:  
Dry, Normal  
and Greasy.



# Trade News

Continued from p454

## Max Factor summer additions

Max Factor, 16 Old Bond Street, London W1X 3AH, are adding a "clearly sunshine" shade to their face glosser range to help users "preserve the illusion of a real 'St Tropez' tan all through the summer". Other shades already available in this range of sheer foundations (£0.75) are clearly honey, clearly copper, clearly golden and clearly tan. Available for sale from April 4, when the new Greatshine lipstick shades will also be available; they are melon shine, pink shine, cherry shine, berry shine, cinnamon shine and tawny shine (£0.60). A waterproof creme-on eye shadow will be available for sale from May 14 in eight shades, blue frost, iciest blue, dusky blue, cream green, mini frost, woodspice, sinna and sunshine (£0.85).

Max Factor Ltd are backing the launch of their Maxi make up collection with national television advertising (except Eire) and full colour pages in women's magazines. Maxi-lash 24 hour mascara has a 30 second commercial, while the Maxi-moist lipstick is supported by a 15 second commercial, both will be shown from April 4 until the end of May. Coinciding with the television campaign the company is featuring three magazine advertisements, one for Maxi-lash mascara and Maxi-frost eye shadow, for Maxi-fresh make-up and Maxi-glow blush, and one for Maxi-moist lipstick which will run during April, May and June in magazines including *Vogue*, *Honey* and *Cosmopolitan*. All five products are priced at £0.70 or less. Six new shades have been added to their recently launched Stronghold range of nail varnish (£0.60). They are toasted plumpink, pale lilac frost, Virginia pink, sugar sweet, red fanfare, essence of pearl.

## Scholl campaigns

A campaign to promote their elastic support hosiery has been planned by Scholl (UK) Ltd, 182 St. John Street, London

EC1P 1DH, which will include advertising, display material and a medical exhibition. The advertising campaign is aimed mainly at general practitioners and concentrates on prescription lines such as Nylastik and Soft Grip stockings, it stresses both the cosmetic appeal and medical benefits of Scholl hosiery. Advertising, point-of-sale and new packaging has also been organised to promote Scholl S.I. athlete's foot treatment during a campaign in May and June. The advertising, which explains the symptoms of fungus infection and recommends the Scholl treatment as a simple and efficacious remedy, will appear in magazines and newspapers including the *News of the World*, *Daily Mirror* and *Sun*. A new "selfasta" unit contains 18 packs.

## Pears Amber awards

The Pears Amber awards were presented for the first time last week "to women who are singularly successful in their chosen fields, yet are thoroughly natural people, whose femininity is an integral part of their individuality". The winners were Joan Bakewell, journalist and television personality; Annie Russell—the principal of two London hairdressing salons; Alfreda Thorogood—principal dancer with the Royal Ballet Company; Liz McDonnell—a leading City investment advisor and Twiggy—the entertainer. Each received a gold and amber brooch. Elida Gibbs Ltd, Portman Square, London W1A 1DY, have introduced the awards "to state in a positive way" that natural beauty is not only the prerogative of the young as highlighted by the Miss Pears competition.

## French Almond holiday

A two week holiday for two in the Caribbean is offered by French Almond of the House of Roberts Windsor Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Gwent, and British Airways to the person who invents a successful name for their new perfume. The competition, details of which appear on the competition leaflets, is open to purchasers of any of the 2oz and 1oz bottles of French Almond, musk, blossom, patchouli and ginseng. A merchandiser and bonus are available.

## Sally Hansen nail cream

Sally Hansen Ltd, Hook Rise South, Surbiton, Surrey KT6 7LU, have relaunched their nail treatment cream in a larger tube and redesigned pack. From mid-April the 20g tubes (£0.62) will be available with a "selfasta" counter unit which will display up to six packs. The cream helps replace essential moisture to nails lost through constant immersion in water, soap or detergents, thus it helps prevent nails cracking or flaking, says the company. Customers ordering the new size will have their existing stock replaced by new size packs on a one for one exchange basis.

## Tabac parcel

A bonus parcel is available from Eyelure Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Gwent, on Tabac Original products. It consists of one merchandiser plus a back card, a small assorted stock on the merchandiser and back up stock. A bonus of six free 65g body talcs will be given with each parcel.

## Rentokil introduce fly papers

Rentokil Ltd, products division, Felcourt, East Grinstead, West Sussex RH19 2JY, have introduced the Rentokil flycatcher (£0.12) which is a sticky fly paper that unrolls from a red and black carton. The introduction of the flycatcher, says the company, is to meet the growing demand for non-chemical fly killers.

## Babettes in sixes

Babettes nappy pants from Robinson & Sons Ltd, Wheat Bridge Mills, Chesterfield, are being introduced in a new pack quantity—six pairs, which will be shrink wrapped. For a trial period until May the half dozen packs will be available at half the price of a dozen.

## Nailoid's Jubilee colours

Jubilee year has been the inspiration for the names of five new colours which join the Nailoid polish range this spring from Richards & Appleby Ltd, Gerrard Place, East Gillibrands, Skelmersdale, Lancs WN8 9SU. The colours are Regal red, Royal gold, Royal pink, Jubilee brown and Royal Ascot (£0.42). A special red, white and blue Jubilee pack containing all the colours is also available (£1.99).

## Gerber food merchandisers

Gerber baby food merchandisers have been introduced by CPC (UK) Ltd, Claygate House, Esher, Surrey, to carry the theme of the company's current television advertising into retail outlets. The units are supplied in kit form and are assembled by slotting the components together so that no tools or accessories are required.

## Braun campaign

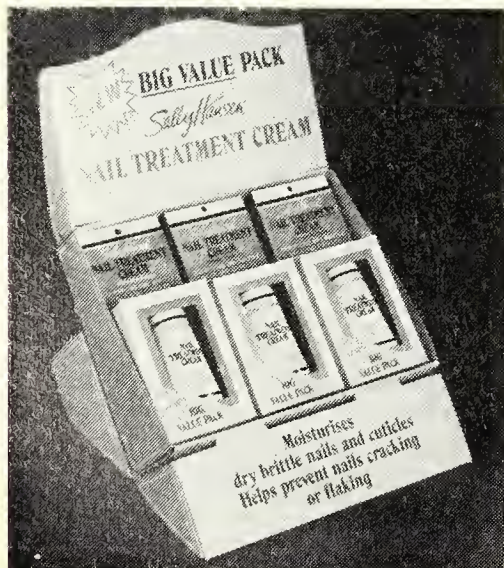
The advertising from Braun Electric (UK) Ltd, Mill Mead, Staines, Middlesex TW18 4UQ, this spring will feature the Curl Control, the Hairstyling Set plus 2, the new Braun Roundstyler (C&D, March 12, p334) and the Synchron plus shaver. The company describe this as their heaviest campaign ever for personal care and shavers.

## Wilkinson Sword consumer offer

A consumer promotion being run by Wilkinson Sword Ltd, Sword House, High Wycombe, Bucks HP13 6EJ, offers a bonded razor plus two blades for £0.29 and also features money-off coupons related to further purchases of bonded blades. A display headboard will be available to the trade to highlight the offers which are also flashed on pack.

## Arden's skincare

Elizabeth Arden, 76 Grosvenor Street, London W1A 2AE, have launched two new ranges within the personal skincare system so that it now comprises four segments—products for all skin types, products for normal to dry and delicate skins, normal to oily skins and special care products. The two new ranges are for all skin types and for dry and delicate skin; the former comprises a skin deep milky cleanser (£1.70 and £2.75) a skin tonic (£1.70 and £2.75), Velva moisture film (£1.40, £1.80 and £2.95) and a beauty sleep cream to nourish (£2.15 and £3.35). These are described as "can't go wrong" products which are particularly indicated





For combination skins. The fragrance-free products for people whose dry skin needs the most gentle treatment include a fragile skin cleaner (£2.10), a fragile skin conditioner (£2.10), a fragile skin moisture (£2.10 and £2.95) and the sensitive skin cream from the special care range to nourish skins overnight.

### Outdoor Girl casuals

Outdoor Girl cosmetics from Myram Picker Ltd, Hook Rise, Kingston Bypass, Surbiton, Surrey KT6 7LU, have expanded their range to include "country casual" fashions. The company feels that fashion is moving away from the "extremes of the ethnic look" but that the peasant and cowboy look are still popular, combining the classic styles to provide a look of "casual elegance". To complement this fashion they have introduced three new shades of lipstick (push up £0.24 and wivel £0.38) and nail polish reflecting the shades of berry, nut, wood—they are elderberry, redwood and chestnut. The two new shades of eye shadow co-ordinates (£0.54) are country hues—lilac, grey, blue and cream—and country neutrals—greens, browns and grey. There are also two shades of blushers (£0.24) available in this range—spice, "a piquant cinnamon" and orchis, "an oriental bloom pink".

Myram Picker Ltd are also introducing some New Natural colours to the Mary Quant range of products. They are tickled pink, peach sundae and coral fizz lipsticks (£0.90) and nail polish (£0.60), and soft blue, cool green and soft grey eye gloss (£0.90). For sale from June.

### Leichner on the buses

Leichner (London) Ltd, 436 Essex Road, London N1 3PL, are using the advertising space on bus sides to promote their Kamera Klear range of products in London. March saw the Kamera Klear foundations being featured on the sides of buses on 30 routes and in April the company is switching its attention to eyes and the Flash-lash brush on mascara.

### R/Sanitas promotions

R/Sanitas, Sanitas House, Stockwell Green, London SW9 9JJ, will be offering the following "money off" promotions until May 31: Wright's coal tar soap, bath size, and Wright's herb soap, bath size, 4p off; Liquid Gumption, standard size, 2p off, economy size, 2½p off.

### Hanging Anbesol

International Chemical Company Ltd, Chenies Street, London WC1E 7ET, have produced a new hanging card for Anbesol.

### Unichem 40 plus

Unichem Ltd, Crown House, Morden, Surrey, are offering a wide range of "bargain buys" from April 12 to 29. They include: Airbal, Atrix, Ayds, Babettes disposable nappies and pants, Band-aid clear and washproof, Bemax, Brut 33 shampoo and splash-on lotion, Dettol, Earth Born pH non-alkaline shampoo, Elastoplast Mr Bump and friends, Air-strip and stretch fabric, Elnett hairspray, Emergen crispbread, Fresh & Dry, Imperial Leather talc and after shave, Kotex tampons, In-step foot deodorant and talc, Listerine, Loving Care, Matey, Natural

Balance conditioner, Nurodol, Right Guard antiperspirant, Scholl foot deodorant, foot refresher spray, dry powder foot spray, and rough skin remover, Sure aerosol and roll-on, Tender Touch puffs, Valderma antiseptic cream and soap, Vapona fly killer, Veet cream, Waspeze.

### Bonne Bell squash tournament

The Bonne Bell squash tournament, which was held at Bletchley on February 26 in aid of the Royal National Institute for the Blind, proved "highly successful" says the company, York House, Empire Way, Wembley, Middlesex. It is hoped that this will become an annual event. Bonne Bell cosmetics have pioneered a special make-up programme for the blind, showing them, through sighted help, how to apply cosmetics correctly.

### Glade's spring bonus

With 20 per cent extra free in the regular 265cc can, a new pack design and an additional fragrance for Glade aerosol air fresheners, Johnson Wax Ltd, Frimley Green, Camberley, Surrey, are offering the consumer a spring bonus. There are now four fragrances, blossom, coral isle, pine and heather, and spring flower.

### Bonus offers

May & Baker Ltd, Dagenham, Essex RM10 7XS, Anthisan cream 25g tubes, Anthical cream 25g tubes, Avomine tablet 10s, and Brolene eye ointment 5g tubes. Available April 4 to July 29.

### Shopfitting

#### Teletronics instant intercom

Teletronics, 9 Connaught Street, London W2, have introduced a new National Panasonic intercom that offers point-to-point communication through the buildings' existing mains electricity supply. This intercom, model VK 233, requires virtually no installation effort and no wiring, says the company. The installation is a matter of fitting a plug and connecting it to an AC mains. Once installed it communicates to its twin unit through the mains—the second unit can be anywhere within the same electricity phase so that simplicity of installation can be matched by mobility. Each weighs 21oz.

The National Panasonic VK 233 FM wireless intercom (£68.75 per pair) consists of two "master" units, each of which has four controls—an on/off and volume control, a tone switch with which to call the other unit, a talk switch which is depressed when speaking, and a talk lock for use when speaking at length. It has good sound reproduction, says the company, and can be desk or wall mounted.



There comes  
a time in  
every  
woman's life  
when she  
needs some  
one to get a  
good, firm  
grip of her  
legs.

And we're  
just the  
ones to do it!

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Redruth, Cornwall.

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# Striking off ordered after sales to addict

A Liverpool pharmacist, whose family has been in business in the city since 1887, was ordered last week to be struck off the Pharmaceutical Society's Register for not having exercised effective control over sales of Phensedyl.

Mr Harold Lomax, in business at Derby Buildings, Edge Hill, Liverpool, was further accused of continuing to supply an addict after the effect of the addiction had been brought to his notice.

Sir Gordon Willmer, chairman of the Society's Statutory Committee, said that the allegation was that Mr Lomax was buying and selling excessive quantities of Phensedyl when he knew it was potentially a drug subject to abuse. Sir Gordon said he would have had great difficulty in accepting the evidence given by a former addict who obtained Phensedyl from Mr Lomax's pharmacy. This evidence was at times very confused, but his colleagues on the Committee took a rather more kindly view.

But the really telling evidence, he said, was that between August and October 1975, enormous quantities of Phensedyl in relation to the size of Mr Lomax's business appeared to have been purchased from wholesalers. Mr Lomax bought 600 bottles in August, 600 in September and 700 in October, which was a "quite unbelievable" quantity for a small business to be dispensing.

Sir Gordon added: "If we are right in taking the view that Mr Lomax has been putting on the market these very large quantities of this potentially addictive and dangerous mixture, it seems that the only proper course is to strike his name off."

## Fifteen bottles a day not unusual

Mr Lomax, Greetby Hill, Ormskirk, who has three months to appeal, said he had stopped selling Phensedyl in November 1975 after a visit to his shop by the Society's inspector. Between March and November that year, he had sold about 15 bottles a day to customers. This had not struck him as unusual because it was an effective cough mixture.

The former addict came in each week for two or three bottles. The addict said he had bronchitis and that Phensedyl was the only mixture which suited him. Mr Lomax said that with hindsight he realised he should not have supplied him with the two or three bottles. He never supplied the addict with up to 15 or 20 bottles a week as had been alleged—"That is definitely not true". He stopped supplying him when the man's mother told him that she had found empty bottles with the name and address of his shop on them. "I was shocked that an addict had been buying from me", Mr Lomax said.

The addict said he was getting supplies in large quantities from another Liver-

pool chemist, who stopped supplying him. He started buying from Mr Lomax in March 1975—two bottles every other day. Eventually, Mr Lomax got to know him and he asked for ten bottles. "I would hand him my duffel bag and he would fill it up with the number of bottles I asked for. When I knew he would give me ten bottles, I would ask him for ten." He was now cured of the addiction.

The Reverend Alan Godson, vicar of St Mary's, Edge Hill, which is directly opposite the pharmacy, said Mr Lomax was an asset to the area. It was a "very hard part" of Liverpool, but the name of Lomax was of the highest repute.

## Cured by shock

A Warrington woman pharmacist convicted of stealing drugs was reprimanded. It was said that Mrs Agnes Moorfield, Woodlands Drive, Thelwall, took tablets for her own use while faced with domestic problems. The shock of prosecution had cured her of her need for drugs, her counsel, Mr Patrick Stewart, said.

Mrs Moorfield was fined £150 at St Helens in August 1976 after admitting the theft of 150 tablets. She was conditionally discharged at the same time for failing to enter the drugs in a register. Mr Josselyn Hill, for the Society, said the offences related to Mrs Moorfield's employment by J. C. Dougall Ltd, Market Street, Newton-le-Willows, and while she was acting as locum at a shop in Grappenhall. Mr Stewart said Mrs Moorfield was too upset to attend the Committee hearing. She was not practising until the matter was cleared up and then hoped to practise as a locum. Det Sgt Forster, Merseyside police, said there was no question of trafficking.

Sir Gordon Willmer, said that Mrs Moorfield explained she took the drugs when suffering from the effects of domestic problems, including the illness of her husband and an aunt; she had done things which were completely foreign to her nature and professional attitudes as a pharmacist over 26 years. Sir Gordon said the Committee felt it was an isolated incident in an otherwise unblemished career. They would give Mrs Moorfield every encouragement to get back into practice.

## Reprimand after penicillin sale

The Committee reprimanded Mr Francis McLoughlin, superintendent pharmacist of F. McLoughlin Ltd, New Hall Lane, Preston. The firm was convicted in June 1975, of selling penicillin lozenges without prescriptions, after several warnings about keeping prescription-only medicines in the shop instead of the dispensary.

Mr McLoughlin told the Committee he had been unable to attend a previous hearing because his wife was ill. He bitterly regretted the incident which had

caused both himself and his wife a lot of unhappiness.

Administering a reprimand, Sir Gordon Willmer said where prescription-only drugs were kept mixed up with other drugs which could be sold over the counter, it was very easy for anyone to make a mistake. Mr McLoughlin had learned his lesson and they could look back on his conduct as something which was not likely to occur again.

Commenting on testimonials paying tribute to Mr McLoughlin's public work for the relief of people in distress, Sir Gordon said it was only right they should take into consideration the fact that he gave up his time, talent, and his money to go on annual pilgrimages to Lourdes with the very sick. It was most praiseworthy.

Mr Leslie Norman Elliott, pharmacist manager of Johns (Chemists) Ltd pharmacy in Poulton Road, Fleetwood, Lancs, was severely reprimanded and a director and superintendent pharmacist of the company, Mr John Bramley Woodhouse, was reprimanded.

The company was fined £30 at Fleetwood in 1975 following its conviction for selling Apisate tablets without prescription. At the first hearing of the case last year the Committee postponed judgment for 12 months, after Sir Gordon Willmer had said evidence had destroyed "the shop's facade of respectability".

The Committee were disturbed about sales, he said, and it would be easy to infer there was an illegal trade in tablets and that the trade was well known. Last week Mr Elliott told the Committee that local newspaper publicity about the case had helped to stop customer demand for tablets without prescription.

Society inspector Henry Littler reported he had found nothing wrong at the pharmacy during visits over the past year and Mr Elliott's attitude towards his professional responsibilities had improved. He also felt Mr Woodhouse had taken sufficient steps to prevent irregularity. Mr Woodhouse—who also runs his own pharmacy in the same road—said he had increased his supervision of Johns.

## 'Haphazard and slipshod'

Sir Gordon said that both men were old enough to have known better. He was left with the impression that the Johns pharmacy was previously run in a rather haphazard and slipshod fashion. Mr Woodhouse, he said, could not escape his share of the blame because the office of superintendent pharmacist entailed serious responsibilities for the conduct of the shop.

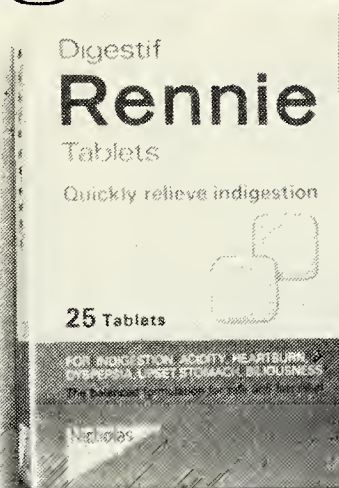
Mr James Joseph Coleman, Bell Vale Road, Gateacre, Liverpool, was told that he was not a fit and proper person to be restored to the register. Mr Coleman appeared before the Committee following conviction for drug offences.

He asked to be restored so that he could do his own dispensing instead of getting other pharmacists to do it for him. Mr Coleman, who lapsed his registration in October 1976, said he had had no income worth speaking about for two months.

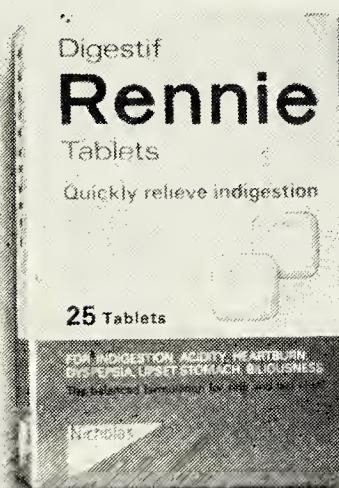
At an earlier hearing, the Committee were told that Mr Coleman was fined in May 1976 for four offences of failing to keep an adequate record in a drugs



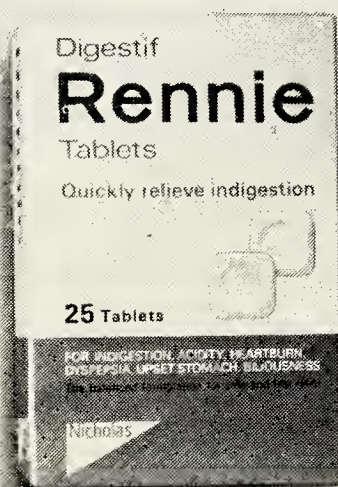
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# Biggest advertiser.



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The biggest seller. The most heavily advertised. The one most people prefer. So no matter how many other brands of indigestion tablets you stock, never run out of Rennie. Rennie can earn you more money.

## Stock the brand leader.

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**YOUR CUSTOMERS SEE  
POLAROID ADVERTISING  
ALL SUMMER.**





# YOU SEE POLAROID PROFITS ALL YEAR.

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Starting before Easter and continuing well into July, this tremendous breadth of advertising activity will underline Polaroid's years of experience in the world of instant photography.

We'll be advertising Polaroid's instant picture camera range, from the famous Swingers (the Super Colour Swinger is the star of this year's commercial) right up to Polaroid's most advanced camera, the new SX-70 Alpha 1 Deluxe.

And we'll be featuring the biggest promotion ever mounted in instant photography. The 50p off film offer.

We've big plans for the autumn as well. But that's another story.

Meantime make sure you don't miss out on your Polaroid instant camera and film sales. Have sufficient stocks. Tie-in with window displays and your own dealer advertising.

Then watch the summer arrive and your profits blossom.

**POLAROID**  
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**COMPLAN**

**PLAIN** 11% OFF

**FLAVOURED** 14½% OFF

**CREST** 30% OFF

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**ELASTOPLAST** 18% OFF

4201/4202/4203/7269/7167

**ELNETT** 12¾% OFF

300g

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**REVLON FLEX** 14¾% OFF

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SOFT WHITE/BRIGHT & BEAUTIFUL

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**MATEY** 20½% OFF

**ODOR EATERS** 14½% OFF

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# Views sought on crcs

The views of the Pharmaceutical Society of Northern Ireland are to be sought on the introduction of a voluntary scheme where aspirin and paracetamol preparations would be dispensed in child-resistant containers. Similar arrangements already apply in England, Wales and Scotland.

A letter from the Department of Health and Social Services was read at last month's Council meeting, stating that the Pharmaceutical Society of Great Britain, the General Medical Services Committee of the British Medical Association and the Department of Health and Social Security had agreed that such a scheme be introduced whereby reclosable child resistant containers be used when dispensing prescriptions for both children and adults for solid dose preparations of all medicines containing aspirin or paracetamol that are not already in unit packaging.

The arrangement applies both to NHS and private dispensing but exceptions, at the discretion of the pharmacist (or dispensing doctor), include patients who are infirm, handicapped or elderly and therefore may experience difficulties in opening or closing child-resistant containers, and also persons who specifically request that this type of container is not used. The pharmacist may then dispense in an alternative container. The use of child-resistant containers for dispensing would, at present, be restricted to preparations containing aspirin or paracetamol, and any extension would require further negotiations.

## Statutory requirements

It was stressed that the arrangements were voluntary, but should it appear that the voluntary scheme was not providing adequate safeguards, the Minister had reserved the right to re-consider the question of statutory requirements or alternatives. A similar letter had been sent to the Local Pharmaceutical Committee and the British Medical Association.

Mr Eakin said he had attempted to introduce such a scheme but encountered so many difficulties that he had to give it up. The containers had been pierced by all kinds of instruments in an attempt to open them. Mr Kerr said he too had attempted a scheme but had not been able to find a satisfactory child resistant container. Those he had encountered were so successfully made that they could not be opened by adults. The president said they were all in agreement with the introduction of a voluntary scheme provided suitable containers were available. It was agreed to ask the Department for suggestions as to suitable containers.

The president reported on a meeting attended by representatives of Council and the Executive Committee of the Ulster Chemists' Association about holding joint meetings. However, it transpired that

UCA branches had been formed in order to obtain decisions quickly about matters affecting comparatively small areas where the Society's branches were fewer in number, and covered areas which would permit a reasonable attendance when a lecture or talk was held. It was agreed that the Society would continue with its proposed series of meetings during the next two months and UCA would be informed as each meeting was arranged.

The secretary reported discussion about the symposium proposed for a Sunday around mid-May on the functions of the various NHS pharmaceutical advisory committees and of the pharmaceutical officers. The staffs council had agreed that the symposium should proceed along the lines suggested by Council and they would provide a speaker for the topic "The staffs council: Selection and appointment procedure; management training."

A letter from the secretary, Northern Ireland faculty, Royal College of General Practitioners, was read reminding Council of a joint meeting of faculty and Society members on April 14. Professor A. H. Beckett would speak on "Dope in society and sport and some methods for its control" and faculty asked if the Society's

lecture hall could be used. Council had agreed to this and the president and a few Council members would join faculty representatives at a pre-lecture dinner with Professor Beckett.

A copy of the report of the working party on contact lens fluids had been received from the DHS and Mr McIlhagger said he thought the report was worthy of careful consideration. He suggested additional copies be obtained and the Education Committee submit its comments on the subject.

The secretary said he had received from the DHSS a copy of the warrant appointing Mr R. Charles Hill, QC, as chairman of the Society's Statutory Committee for a period of five years from March 7, 1977. He said Mr Hill had already been supplied with copies of the relevant statutes and regulations.

The president conveyed to Mr and Mrs O'Rourke his sincere sympathy and that of the other Council members on the death of Mr O'Rourke's mother. An application for the restoration of her name to the Register of Pharmaceutical Chemists for Northern Ireland from Miss Elayne Elizabeth Patrick, Somerset Pharmacy, Mangrove Bay, Bermuda was granted.

## Statutory Committee

*Continued from p458*

register and two of dispensing Ritalin on forged prescriptions.

Since he ceased to be a registered pharmacist he had continued to dispense prescriptions despite warnings that he had no qualifications to do so. Mr Josselyn Hill, solicitor for the Society, said police told Mr Coleman that a number of stolen forged doctor's prescription forms had been circulating in the Liverpool area. When asked whether he had been presented with any, Mr Coleman said he had.

He told the Committee that at the time of the offences in 1975 he was not aware that Ritalin was a Controlled Drug, although he should have known. He did not remember whether he checked with doctors to see whether the prescriptions were forged. He admitted that after he ceased to be registered in October last year he had dispensed NHS prescriptions but had not done so since being warned in January.

Sir Gordon Willmer, said that before the Committee could inquire into Mr Coleman's conviction he ceased to be registered because of non-payment of fees. The offences were serious because they related to what was a potentially dangerous drug of addiction.

Mr Coleman seemed to have suffered some curious lapses of memory and it was significant that two of the Society's inspectors and a police sergeant had expressed doubts as to Mr Coleman's mental and physical capacity to continue as a registered pharmacist. Sir Gordon said Mr Coleman had had the greatest difficulty in remembering answers to a number of quite simple questions and the Committee was in doubt as to whether he was a fit and proper person to discharge the onerous duties that fell upon a pharmacist called on to deal with dangerous drugs.

Refusing Mr Coleman's application, Sir

Gordon said he could renew his application for restoration at some future date.

The Committee reprimanded 45-year-old Mr Patrick Thomas Lucas, a director and superintendent of Patrick Lucas Ltd, Hollyfield Road South, Sutton Coldfield, for illegally supplying drugs to the head of a drugs clinic for his own use.

Mr Lucas admitted that he had not made inquiries about prescriptions from Dr John Owens, consultant psychiatrist, All Saints addiction unit, Winson Green, because he had "too great a regard for the work he was doing and his professional integrity to question him."

## Dexedrine supply

In May 1976, Mr Lucas, Graydon Court, Blackroot Road, Sutton Coldfield, was convicted at Birmingham Crown Court of illegally supplying Dexedrine to Dr Owens for his own use on two occasions in August 1974, and February 1975. He was fined a total of £50 with three months imprisonment in default and ordered to pay £200 towards legal aid costs.

Mr Lucas told the committee he had known Dr Owens for about 10 years. He had no reason to suppose that the prescriptions Dr Owens presented to him for a woman neighbour were other than authentic for a considerable time. But he now knew that the drugs were for Dr Owens' own use.

Sir Gordon Willmer said Dr Owens wrote his prescriptions on hospital forms, not a form appropriate to a general practitioner, and that might have been sufficient to raise the eyebrows of Mr Lucas. The Committee was told that Dr Owens appeared before the General Medical Council in connection with the matter in November last year and judgment had been postponed for a year.

The Committee will take no action against an Australian pharmacist who supervised the dispensing of two "expertly" forged prescriptions in a Chelsea pharmacy three years ago.





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We worked. You worked. The pact worked. Result? Despite many comings and goings in the men's toiletry market, Old Spice has done

consistently well; notching up handsome profits for you all the way. For we've all kept our promises.

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That's our title for a programme which bids fair to better our best. Hosts of promotions, powerful new advertising for Old Spice and Blue Stratos. Your Representative will be giving you full details and all the point-of-sale material you need to make '77 a record year!

## Thank you for saying "Thank you."

*Shulton have also had a 'partnership' with their many suppliers for many years. They've helped to keep our products and packaging bang up to date and to the standard of quality that we insist upon. We've had a lot of kind tributes from these colleagues on our 20th Anniversary – here are just a few of them.*

**Field Sons & Co. Ltd.** – Designers and producers of packaging and print.

'We've been supplying Shulton with printed cartons and gift boxes from our Bradford factory for 20 years. It's been a demanding yet highly stimulating relationship and has helped us to develop jointly with Shulton print and packaging that helped to establish both companies amongst the leaders in their respective fields. We look forward with eager anticipation to a continuation of a most rewarding association.'

**R. C. Bairstow, General Manager (Bradford)**

**D. R. G. Boxes** – Manufacturers of Rigid Cardboard and Clear Plastic Boxes.

'Partnership with Shulton during their 20 years existence has provided us with the challenge of change and innovation which as manufacturers of quality packaging for the Toiletry and Cosmetic Industry we value. The very high standards they maintain in conducting all aspects of their business has been a source of constant encouragement and satisfaction which we know will continue in the future.'

**K. T. Cullin**



**P.D. Visual Marketing** – *Consultant Designers & Producers of Merchandising and Point of Sale.*

'If a Company in our business wishes to establish itself as a front runner in below-the-line, then working for a company with the eminence of Shulton is a first priority.

We're very proud of the work we have produced for Shulton and would emphasise that our achievement is a direct result of the team understanding between ourselves and our client.'

**BP Chemicals Limited**

'We supply chemicals from petroleum to manufacturers throughout industry. Now North Sea Oil is flowing to further strengthen our upstream capability. This resource assures quality and continuity of supply to our customers in the UK and around the world.'

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# New taxation anomalies for company car users

by Harvey Cole

Starting on April 6 we will have a brand new, and highly complicated, system for levying tax on the benefits individuals are thought to reap from the use of cars owned by their employers.

The previous arrangements appeared very simple in principle: you negotiated with your tax inspector on the basis of the amount which you used a company car for private purposes as against business journeys, and your tax liability was worked out on the relative proportions.

That seems to have been much too simple for the authorities. True, it did mean that each case was subject to haggling, but, on the other hand, the principle was quite clear. Now, in his wisdom, the Chancellor has decided that the previous system led to "anomalies", a nasty word at the Treasury, and so we are to have a new set of anomalies to replace the old.

## Four systems

For there are now going to be no fewer than four systems for settling the amount of benefit derived from use of a company car which is to be taxed. Which category you come into should be automatically decided by reference to the new rules—but it does not take much imagination to see some very complicated calculations looming, and some neat manoeuvres being worked out to secure a shift from one category to another when there is something to be gained by that.

But, to begin with, a description of the new categories, into one of which the Treasury in its wisdom has decided every user of a business-owned car must fall.

First there is the car, owned by the employer but used by the employee virtually as his own private vehicle. If he does not do more than 10 per cent of his annual mileage on company business, he is regarded as not really a business user at all. The result is that he is taxed at the rate of 20 per cent of the price paid for the car when it was new being added to his income. To the extent that the employer pays for petrol, repairs and maintenance, the cost of this will also be deemed to be part of his income.

Here comes anomaly number one. The concept of "insubstantial business use" is apparently to be applied by reference to the proportion of total mileage attributable to business. So the man who does 4,000 miles on company affairs, and 40,000 privately is likely to be caught as an "insubstantial" user while his colleague who does only 2,000 miles in company time and 15,000 privately will escape up a ladder to the square which is marked "mixed use".

Where business and private use are both a large proportion of total mileage, then there is a fixed rate of tax. Anomaly num-

ber two is that this is related to engine capacity (of all things) and tax payable is calculated without reference to the precise proportions of business and private driving.

## Engine capacity

So, if the car in mixed use is 1,300cc or less, £175 is added to your income and taxed; between 1,300 and 1,800cc the addition becomes £225, and for over 1,800cc it is £350. In other words, if you are on the standard rate of tax, a 1,600cc car will cost you £122 in tax.

Now comes the next catch. These figures are reduced by about a third if the car is more than four years old, but if it originally cost over £6,000 some different rules apply.

Between £6,000 and £10,000 an inflexible £500 is added to your taxable income, and over £10,000 the figure becomes £800. But again the wind is tempered to the tune of a third being knocked off if the car is more than four years old. So a four-year-old Jaguar will cost you just a little less than a new Volvo, but don't forget that running and maintenance costs paid by your fond employer also end up on your tax bill.

Suppose you use the car more for business than for pleasure. Move up to the heady world of the "preponderant business user". The reward is that you pay only half the tax that the lowly mixed-user is saddled with. But, as you may

*This article appears in the first issue of Engineering Distributors Journal, a new sister publication for C&D from Benn Publications Ltd, and is reproduced by permission of the Editor.*

## Seven day 'shop around' pharmacy - a new trend?

"The launching of a sophisticated new shop-around shop open seven days a week in the middle of London's West End could signal a significant movement away from Britain's conventional chemist", according to the owners, Seefelds.

The new Seefeld Plaza in Regent Street, they say, picks up the potential "golden thread" of expansion into leisure activities where others, "perhaps less adventurous", fear to tread—by offering a range of goods and services to appeal "as much to the casual city stroller as the determined shopper".

Besides the more conventional "drug-store" items, the Plaza offers kitchenware, audio and hi-fi, jewellery, souvenirs, *bureau de change*, travel agency, paperbacks and

have guessed, there is a catch. To qualify as a full member of the club, your business use has to exceed 25,000 miles a year, which is quite a lot of miles.

If you can qualify on that basis, the number of private miles you drive in what time is left to you is no concern of the Inland Revenue. But imagine the negotiating that will go on inside firms to get the extra mileage in to push you over the 25,000 mile limit, and the unnecessary, or even fictitious, journeys that will take place.

The last of the new categories relates to pool cars owned by firms and not entrusted to any single employee. If you use a pool car, you won't normally be assessed to tax on it, but it should be observed that to meet the rules a pool car must always be left at the firm's premises at night and never be comfortably stowed away in someone's garage. And just who is going to go round checking up on the nocturnal whereabouts of pool cars?

## The loopholes

Little loopholes in the new system are already being discovered. If your petrol is bought for you it is automatically a taxable benefit. But if you pay for it yourself and claim it back on your expenses, you will be in the clear, provided you can justify to the Inland Revenue that the expense was necessarily incurred in the course of your business. But it is better to get the company, if it will, to pay your costs for you on your private motoring: you will be taxed on it, but this is still cheaper than paying the whole cost yourself.

One relief is that if your total earnings and fringe benefits come to less than £5,000 a year, the new car taxation will not apply to you. But remember when doing your sums to include the benefit you get from your company car in calculating which side of the £5,000 mark you are on.

Well, it all starts to happen in April. No estimates of the cost of enforcement has been published—nor of the expected revenue. But it looks as if the country will be full of five-year-old Rolls Royces rushing about to clock up 25,000 miles of business use so that the drivers can then start enjoying themselves tax-free.

newspapers, Harlequin record shop, self-service restaurant, stand-up snackerie, hand-made chocolates—and trading hours 9 am to 8 pm (Sundays till 6). The Plaza is a two-floor shopping precinct some 6,500 sq ft and is sixth in the Seefeld chain.

## French holiday exchanges

Arrangements for a holiday exchange scheme for the families of pharmacists in Britain and France will again be made this year, in co-operation with the *Ordre National des Pharmaciens*.

The child or children of a British pharmacist stay with the family of a French pharmacist, hospitality being offered (in the same or a subsequent year) to the children of the French pharmacist in return. Further particulars and application forms available from Dr J. Chilton, 36 York Place, Edinburgh EH1 3HU.



# First aid in the pharmacy

by Stanley Ackers, MPS, superintendent St John Ambulance

I write this article in the hope that the experience of 50 years in retail pharmacy and 40 years as superintendent in St John Ambulance will assist when a casualty needs your aid in the pharmacy.

A large proportion of customers in a pharmacy are at risk and may suffer a stroke, a heart attack, have an epileptic fit or a diabetic collapse while awaiting their prescription. You may also be faced with fractures in the leg, arm, wrist or ribs. I class these as hospital cases needing an ambulance for transport and further treatment.

The St John handbook says "call a doctor", but with the advent of the over-worked gp, pharmacists well know how difficult it is to locate one and valuable time will be lost, so let your assistant phone while you attend to the patient.

Teach your staff the drill or put instructions near to the phone . . . Dial 999, state that the ambulance service is required, give your name and address and situation. State that you are a pharmacy, give your telephone number and a very brief description of the accident. In a short time the ambulance will collect your patient.

What you do now can be of great help. If the patient has collapsed to the floor place him into the recovery position as shown, face downwards, head turned to one side, one arm under the body with hand near the heart (see diagram).

Check that nothing is in the mouth obstructing the air passage. In an unconscious patient the tongue may drop to the back of the throat and loose dentures may dislodge and cause a blockage.

Test that the heart is beating by pressure of the fingers on the neck artery or just below the Adams apple. Check that the patient is breathing. If the heart or breathing has stopped several sharp strong thrusts on to the back will provide both a heart massage via the underneath hand and artificial respiration.

Continue this treatment until the patient begins to breath or the ambulance arrives

when they will apply an automatic respirator. Don't give up, keep trying.

Epileptics in a fit need to be kept away from fittings upon which they can damage themselves and the fitting. See that their dentures are not blocking the air passage or cutting into the mouth. Diabetics usually carry a card which calls for sugar, two teaspoonfuls. 10ml simple syrup will do. You will not attempt this if they are unconscious, nor should you try to give anything by mouth to an unconscious person.

## Clear the shop

Faced with these serious situations we usually clear the shop and lock the door. Customers can be a nuisance with unskilled advice that you have to ignore and after the event they may criticise your first aid treatment because it did not comply with their suggestions.

I have not mentioned "mouth to mouth resuscitation" as it really needs correct demonstration and practice on a St John model and can be dangerous if not done properly. Your local divisions would be glad to demonstrate. The treatment shown with pressure on to the back in the recovery position should be sufficient to keep a patient breathing.

A patient suffering the intense pain of angina will put both hands over the heart and, if falling forward face downward on hitting the floor, will give the heart a blow and at the same time the tongue, dentures and mucus will drop out of the mouth and keep the airway clear. This patient in the absence of other aid would have a good chance of survival for he has dropped into the recovery position.

The elderly can trip and break the neck of the femur. Call the ambulance, make the patient comfortable, covered by a blanket or coat with a cushion under the head, give reassurance until the ambulance arrives and do not move unnecessarily. A broken arm or wrist needs to be supported either with a splint or other extemporary means. Many years ago,

when cars and vans had to be started by hand, a double fracture of the wrist caused by "kick back" was common and my apprentice master would support the hand and wrist by wrapping it in a copy of *Chemist and Druggist* secured by two elastic bands and held in a sling, later praising its usefulness in pharmacy and impressing upon the apprentice what a valuable publication it really was!

All the foregoing are hospital cases and your first duty is to have an ambulance called.

You will be called upon to treat many minor accidents, cuts, bruises, burns and scalds. Most pharmacies keep a first aid drawer which is more useful than the official Offices, Shops and Railway Premises Act set. Ours has a gold label "Sennae Fruct. Alex." and it impresses the patient. We have several butchers' shops nearby where the boys seem to carve themselves. They panic and run to us for treatment, the worst thing they could do because it increases the heart rate and flow of blood. We also have housewives cut when opening a can and saying, "I have been trying an hour to stop it bleeding".

Sit the patient down and raise the limb holding it as high as possible and apply slight pressure with gauze or wool on to the wound. The blood will coagulate in a few minutes and can then be dressed with a tubular bandage. If an artery is affected the blood will spurt, the treatment is the same—sit or lie the patient down, raise the limb, apply direct pressure and call an ambulance because hospital treatment is necessary for a damaged artery. If the wound is on the leg the patient must lie down, the limb raised and supported by a chair under the foot.

## Burns

The burns and scalds that you will see will be minor and are best sprayed with a proprietary antihistamine/local anaesthetic spray or covered with parafin gauze dressing. This treatment keeps out the air and relieves the pain. Further medical treatment may be required but do not forget that you are only giving "first aid".

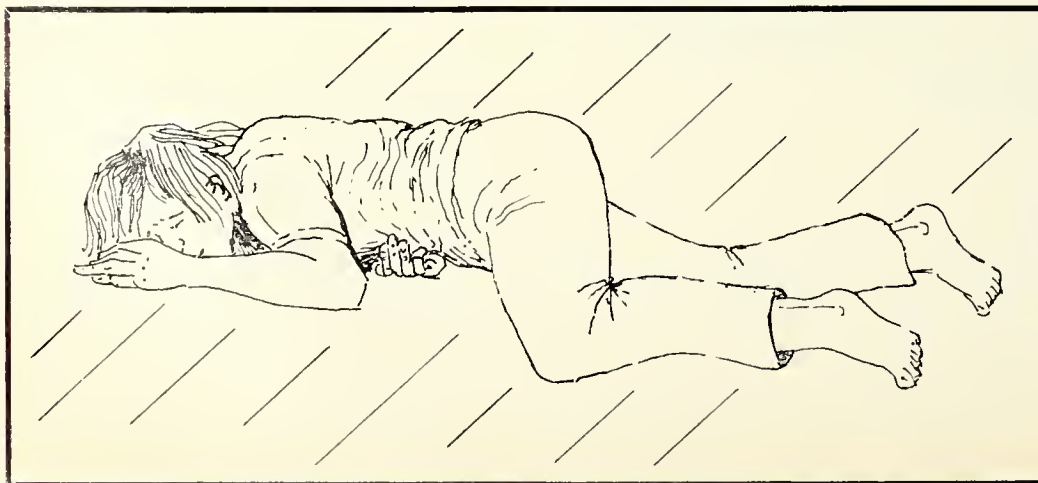
Nose bleeding is caused by a small vein bursting inside the nose and usually responds to firm pressure with the finger and thumb just under the bony structure of the nose. Once reduced a small plug of cotton wool and advice to breath through the mouth usually suffices.

Bleeding from the gums after dental extraction should be referred back to the dentist.

Bruises and fingers hurt in the door jamb are relieved by a strip of wool dripping with hamamelis water applied to the site. A paracetamol and codeine tablet will relieve the pain.

In all cases speak to the patients and reassure them. No matter how trivial the injury may seem do something, even if only a dab of surgical spirit on cotton wool. These actions plus your white coat give confidence to the patient and may ensure you of a faithful customer in the future.

Finally . . . we never charge but have a charity box handy should they wish to give freely and voluntarily.





## FIRST AID IN THE PHARMACY

# The law: it's wise not to charge

by Tim P. Astill, deputy secretary, NPA and Chemists Defence Association

It is highly unlikely that the administration of first aid in a pharmacy will be followed or accompanied by legal difficulties. Indeed, fairly diligent research has produced only a handful of examples—connected with foreign bodies in eyes and insect stings—which gave rise to claims for damages against pharmacists.

One of the claims was settled for a four-figure sum but all could have been avoided by the exercise of a little thought and common sense. (You do not treat wasp stings by prolonged application of a pad of cotton wool soaked in concentrated ammonia, nor do you attempt to dislodge grit from a cornea with the sharp end of an orange stick!) First aid has been well described as "applied common sense".

So far as the criminal law is concerned, the risks appear to be two-fold. Firstly, the Medical Act 1956 provides that it is an offence to pretend to be a doctor, physician or surgeon. The same Act also states that only registered medical practitioners may enforce their fees at law. You are, therefore, strongly

advised to make it clear to your first aid "victims" that you are prepared to administer first aid only on the understanding that there will be no charge.

Secondly, it is always advisable to administer first aid either in full view of other customers or, where this is not possible, in the company of a member of staff as witness. This is especially important where the person being treated is a member of the opposite sex or a child. The likelihood of anyone repaying a pharmacist's generosity by accusing him of assault or some other "offence against the person" must be remote but the experience could be extremely unpleasant and should be guarded against.

The civil law affords aggrieved "patients" two general grounds on which to proceed against a first-aider for compensation. Where the claimant considers he has suffered at the hands of a pharmacist administering first aid he can claim that the pharmacist was in breach of contract. For such a claim to succeed the plaintiff must first prove that a legally binding contractual relationship existed. In

English law gratuitous gifts of goods or services, or promises of such gifts, are only legally enforceable if made by deed under seal. Otherwise there must be "consideration" or a *quid pro quo* for the gift or promise before a court will enforce it. Thus, if no charge is made it will be virtually impossible to prove the existence of a contract. And where there is no contract there can be no breach and, hence, no damages.

Most pharmacists do not charge, either for the first-aid service or for the materials (bandages, plasters, etc) used. This avoids any misunderstandings which can easily arise in the mind of someone who may well not be listening too closely to what is said and who is probably worried and perhaps suffering from shock. It is, of course, perfectly permissible to charge for any additional bandages, dressings and antiseptics that may be requested by the patient for use subsequently to replace those applied in the pharmacy.

## Negligence

As an alternative to breach of contract (and usually more difficult to prove) the claimant may allege that he is entitled to recover damages for negligence. In order to succeed, the plaintiff must first prove that the defendant owed him a "duty of care", secondly that there was a breach of that duty and finally that the breach resulted in injury or loss to the plaintiff. It is not easy to summarise the concept of "duty of care"; it is sufficient for the

Continued on p470

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## FIRST AID

# A new type of dressing

*Smith & Nephew Ltd are noticing increased demand from community nurses and general practitioners for Op-site, a "new concept in wound dressings," which has been used extensively in hospitals. The company explains this new concept in this article on the protection of minor wounds.*

Minor cuts and grazes should be cleansed with soap and water or a proprietary antiseptic wipe or antiseptic solution. If an adhesive dressing is to be applied, the area around the wound must be thoroughly dried as any moisture may prevent good adhesion.

Fabric first aid dressings, having an absorbent pad medicated with domiphen bromide BP 0.15 per cent to prevent infection, will keep out dirt whilst protecting the wound against accidental knocks. For particularly awkward and hard to dress areas such as knuckles, heels, and between fingers, there is a shaped anchor dressing, and the Elastoplast "finger tip" dressing is designed for finger tip injuries.

If the wound is likely to come into contact with dirty water a waterproof microporous plastic wound dressing is suitable. It allows the skin to breathe while preventing water, grease and bacteria from entering. A microporous dressing keeps the wound clean and free from external bacterial contamination by preventing strike-through yet, because air is able to pass freely through, it promotes healing and prevents maceration of healthy skin around the wound.

Important recent research has shown that wounds heal more quickly in a

moist environment than in the dry conditions under a scab or conventional dressing'. In accordance with this new understanding, Smith & Nephew Ltd have developed Op-site, a thin transparent permeable adhesive membrane which acts as a second skin. By isolating the wound from external contamination, Op-site provides the optimum conditions for rapid and effective healing.

The moist conditions encourage rapid migration of epidermis across the wound surface. The permeability allows oxygen to reach the wound tissue and ensures the surrounding skin area is well ventilated. Being waterproof, Op-site adheres to the skin and wound edges and thus allows the patient freedom and comfort of bathing normally; it does not lift off in soapy water. A significant advantage is the reduction in pain once the dressing has been applied.

Once in position it does not need to be changed for 5-10 days when epithelialisation has usually occurred. The wound and

surrounding skin should be cleansed thoroughly first and dried with surgical spirit or an antiseptic wipe. Cetrimide should only be used on the wound itself or it may interfere with the adhesion of Op-site to the surrounding skin. A suitably large dressing should be used so that leakage of exudate is avoided. Exudate occurring under the dressing is normal and should not be drained unless leakage or wound infection is diagnosed. Once healing has taken place the dressing can be left to slough off naturally or carefully removed with the aid of cetrimide or soap.

It has been noted that scarring is minimised with the application of Op-site although the wound area may remain slightly pink for a few weeks after healing is complete.

## Reference

<sup>1</sup> Winter G. D. "Healing of skin wounds and the influence of dressings on the repair process", in "Surgical and wound healing" Harkiss, K. J. Bradford University Press 1971.

## First aid and the law

*Continued from p469*

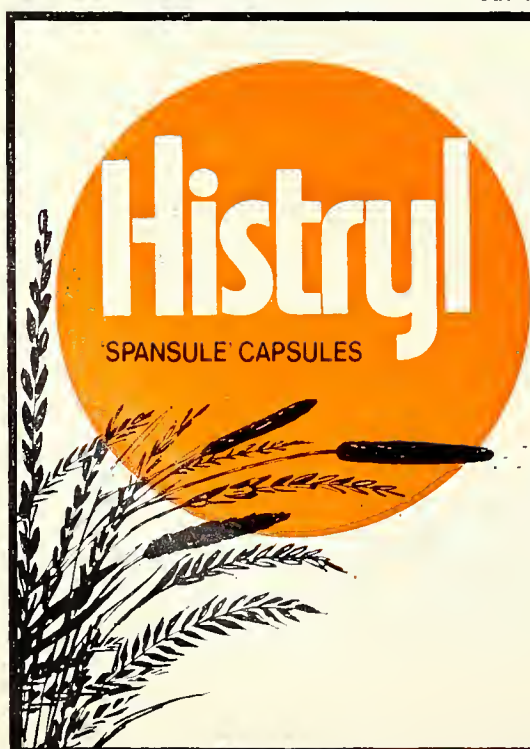
purposes of this article to state that a pharmacist *does* owe a duty to anyone to whom he administers first aid.

In deciding whether, in any particular circumstances, a pharmacist had been in breach of his legal duty of care, a court would not expect him to have exercised the same standard of skill and knowledge as, say, a consultant surgeon. But pharmacists would be expected to act as reasonably competent pharmacists, in general, act and exhibit perhaps rather more skill and knowledge than laymen. For example, a pharmacist would be expected to know enough about the dangers of dirty wounds to advise a patient to see a doctor or attend the out-patient department of a hospital for an anti-tetanus injection. That degree of knowledge would probably not be expected of someone with no medico-pharmaceutical training, whereas a doctor would be expected to administer the injection (or arrange for its administration).

It may be easy to establish that a first-aiders negligence actually resulted in injury, but often it is very difficult and it is on this point that many claims must fail. The problem is that the claimant is already injured and the allegation that has to be substantiated is either that the first aid made the injury worse, or prevented it healing. In effect, the plaintiff is required to prove a negative.

But despite the difficulties facing a potential litigant, pharmacists will wish to do all they can to avoid trouble following the administration of first aid. The following simple guidelines should be borne in mind:

- ☐ Know your limitations and do not exceed them.
- ☐ Remember *first aid* means just that.
- ☐ If in doubt advise the patient to seek medical advice.
- ☐ Take advantage of one of the many courses organised by local colleges, St John Ambulance Brigade, etc. (Urge your staff to do the same.)
- ☐ Do not make any charge for administering first aid.



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# Letters

## Planned distribution

If Mr Royce's costings (last week, p433) are accurate there will not be very much excess profit to pay a second pharmacist in preference to the Chancellor; in fact, if VAT goes up and income tax comes down we will have less "shop" profit to subsidise the second pharmacist and also less leeway to put him "against our tax".

I suspect that Mr Royce is determined to miss the point that I was trying to make and which was mirrored in Xrayser's Topical Reflections last week. However much I (or any other NPA member) may or may not enjoy it I don't want to spend 40 per cent or even 10 per cent of my time selling toiletries, cosmetics, cameras or any other frivolity just to be available to give a "community service", which I interpret as being readily available to advise on, sell and dispense medicines. If I'm wrapped up in a camera sale I'm not available to any other customer for upwards of half an hour and I do not consider it a privilege to have to employ staff to deal with such rubbish so that I may survive to subsidise the NHS.

To be meaningful, planned distribution of pharmacies must be just that—there is too much vested interest against planning the distribution of supermarkets, or any other style of shop. In other words the new contract must be the pivot of "pharmacy at a turning point"; pharmacists must be properly paid and thus be able to give up the junk sales—and anyone who thinks that junk is a better way of earning his daily crust should give up the NHS.

The real cost of planned distribution is the closure of neighbouring pharmacies that duplicate and are mutually unprofitable; the benefits may be the closure of doctors' dispensaries and improved working conditions for pharmacists. The sooner we pay the price, the sooner we and the NHS can give a proper service to the customer—patient needing medicine or advice. With a reduced number of outlets the NHS will in any case absorb a lot of the 40 per cent "spare time".

A. O. Bond  
Glastonbury, Somerset

## No more errors

Mr R. Hughes-Jones (C&D, March 26, p433) may rest assured that my numerical data, assembled for a quite different purpose, is as good as is to be had, but I must apologise to anyone in Betwys-y-Coed and Criccieth for any embarrassment I may have caused. I travel through both quite often, and had noticed out of the corner of my eye that the pharmacies were still there and apparently thriving.

Doing my homework too late reveals that the pharmacies have become drug stores, which is surely what we are concerned about. The point I was trying to

make is almost equally well illustrated by the case of Llanrws which, with a population of 2,743, obviously draws heavily on the surrounding countryside to support a pharmacy. As Mr Royce says, there is going to have to be some very careful working out of details—North Wales is a particularly difficult case since the majority of pharmacies are concentrated along the coast, but the interior is surprisingly heavily populated with large numbers of very small towns and villages.

The same is true of other rural areas, and the drawing of Area Health Authority boundaries so that they form catchment areas for general hospitals has not helped at all—quite incidentally I would foresee difficulties in London where the inclusion of teaching hospitals has resulted in some rather oddly shaped health authority areas.

But the effort is worth making. The British dream is to live in the countryside, and I rather fancy that many urban pharmacists are sustained by a dream of eventual semi-retirement to a country chemists. It is noteworthy that much of the agitation over doctor dispensing comes from urban pharmacists, probably because they see it, however subconsciously, as a threat to their dream and aspirations. Why else, indeed, would the PSNC expend so much time and effort on the essential small pharmacies scheme?

So as to preserve the morale of the profession, some means has to be found of achieving both planned distribution and the maintenance of rural pharmacies. Mr Royce's is by far the best scheme yet and deserves our support.

R. Gartside  
Liverpool

## Short-dated materials

I have been involved recently in returning out-dated drugs and requesting credit for these goods because they were short dated when supplied to me. After some persuasion on my part it appears that I am to receive full credit. Nevertheless, there appear to be no guidelines about goods which have only a short life to go.

When should manufacturers cease supplying short-dated material? If they do supply short-dated material, what consider-

ation should be given to the pharmacist should such material date-expire?

Supply of short-dated material, particularly to dispensing doctors, would in effect encourage GPs to dispense these products to avoid wastage or loss of money, and could be construed as an indirect form of arm-twisting.

It is my experience that pharmacists who have accepted short-dated goods do not get consideration for the favour they do the manufacturer by accepting the goods.

I would suggest that manufacturers get together and form a code of practice, in which full credit be given on all products whose life is shorter than six months; 75 per cent credit be given on a nine-months life, and 50 per cent on a life under 12 months. Should a manufacturer find that stocks are held with less than three months life then such goods might be made available on a 50 per cent discount level on a non-return basis. Such a code could well benefit the manufacturer and would certainly smooth out any grumbles the general practice pharmacist would have.

The wastage on dated products, both in food and drugs, is enormous and it is time active consideration was given to trying to save valuable supplies and at the same time reduce prices to the consumer.

John Davies  
Wiveliscombe, Somerset

## Use of 8-methoxypsoralen

In view of recent publicity which has been given to the oral use of 8-methoxypsoralen we think it is desirable that clinicians should be aware of the fact that no product licence has been granted for oral presentations either of this substance or of 2,4,8 trimethylpsoralen. In consequence the position is that under the Medicines Act such products cannot be legally imported into the United Kingdom except by way of special importation by or to the order of a practitioner for administration to a particular patient of his, or in accordance with a clinical trial certificate.

J. P. Griffin  
Principal medical officer  
Department of Health medicines division  
London EC2A 1PP

## Progress made at meeting of Society and NFU

The Pharmaceutical Society's head of publicity, Miss Maureen Tomison, is "cautiously optimistic" following a meeting with the National Farmers Union on sale of animal medicines.

"Friendly relations were established and progress was made", she believes. The Society has been campaigning for pharmacy supervision of sales of animal medicines on the proposed Farmers' List. At the meeting, both sides felt that concessions could be made either way but the final decisions rested with the respective Councils.

It is expected that a meeting will take place on April 13 between representatives of the Society and other health professions, on ways to cut the drugs bill.

□ Miss Tomison, Mr David Sharpe, member of the Society's Council, and Mr Bill Patterson, secretary of the Society's Sheffield Branch, were interviewed for a

Radio Sheffield programme this week. Miss Tomison spoke on analgesics and the others on the forthcoming BP Conference.

## Professional 'pressure groups' slow NHS

The development of professional groups other than doctors within the health service has probably had a number of undesirable side effects, according to an Office of Health Economics booklet.

In "The reorganised NHS" (£0.70), OHE maintains that while the medical profession has surrendered certain aspects of its control, many other groups have won new rights of consultation at every level in the service since reorganisation. "This may not only have slowed its capacity to react to problems but may also have encouraged a professional 'pressure group' approach to policy making. . . . pressure to establish the relatively new professions has frequently led to the formation of hierarchical career structures."



# Iodine, stained glass and mediaeval hospitals

Stained glass, Gay-Lussac, sea bathing and Kent mediaeval hospitals were some of the subjects discussed at the Canterbury meeting of the British Society for the History of Pharmacy, at the weekend.

Professor M. P. Crosland presented the first paper, "Gay-Lussac's research on iodine". He said the French method of dealing with a problem was to set up a school—"in England it would have been a committee"—and therefore when the conflict between medicine and apothecary arose in France their approach was to give pharmacy status as an academic subject. It was clearly founded on science and chemistry throughout the 19th century. Professor Crosland reminded members that Dumas trained as a pharmacist as did Moissan and Berthelot. He suggested that pharmacists appeared to have played a disproportionately large part in the halogen discoveries.

## Recognition as an element

1977 marks the bicentenary of Courtois, discoverer of iodine. But Courtois was too busy to investigate the black crystals and gave samples to a young friend, Clément, who presented a short memoir to the Academy of Sciences or the First Class of the Institute as it was then called. The Academy's committee of experts that considered the memoir included Gay-Lussac, who recognised the new substance as a new element and studied its properties.

Clément also showed Davy the new substance and he independently investigated it and proclaimed it a new element. The usual story, said Professor Crosland, was that the mixture of iodine was discovered by Davy, but he had found evidence which cast doubt on that claim. Gay-Lussac's paper on iodine read to the Academy on August 1, 1814, deserved to rank as one of the classics of modern science.

Professor Crosland suggested it was a mistake to suppose that one person should be identified as the discoverer of a new substance. In the case of iodine there were many: Courtois, Clément, Gay-Lussac and Davy. "But if we had to take only one person as the one who did the most work and made the greatest step forward on the understanding of the new substance that person would be Gay-Lussac."

"A developing craze for sea bathing" was the title of the paper by Mr J. Whyman who especially emphasised the contribution made by Margate to this 18th century development.

During the 1750's the merits of sea water were stressed by Dr Richard Russel, FRS, "the father of all seaside watering places and above all of Brighton". The work that made him famous was "A

dissertation on the use of sea water in the diseases of the glands, particularly the scurvy, jaundice, King's evil, leprosy and the glandular consumption", published in Latin in 1750. An English translation was issued two years later. In one sensational case the author records details of a woman who took "in one continued course of purging" a pint of sea water every morning . . . "in all 200 pints" which was followed by "a better state of health than before".

Dr Russel's findings were studied by the medical profession including Dr John Coakley who was one of the principal founders of the Margate Sea Bathing Infirmary. The dissertation also enjoyed an extensive readership among the public; during 1769 the work passed through a sixth edition. The independent research work of a Dr Speed made him less enthusiastic towards the drinking of sea water.

Another author, Dr John Anderson, believed sea bathing was "certainly more practised at the present day, than a knowledge of it is yet possessed. There is in it great room to advance, explain, enforce and restrain."

Mr Whyman then referred to the natural advantages exploited by Margate to take advantage of the sea bathing craze, the "entrepreneurship" in such matters as bathing machines and the early establishment of sea water baths.

## Stained glass

Mr M. Crane gave an illustrated talk on "Stained glass". From his extensive collection of transparencies he showed many examples of the windows in Canterbury, York, Durham and other cathedrals. He also traced the improvements in technique—but not always in design—throughout the years.

The first paper on Sunday morning, "The Physician in Chaucer's time", was given by Dr C. H. Talbot. He said that when the universities were established the study of medicine could claim no independent place. It infiltrated into the arts course under the guise of natural science or as a "subalternate to psychology". During almost the whole course of the 13th century there was no established curriculum in the universities for the study of medicine and no separate degrees for those who pursued it. Physicians were simply called Masters of Arts "skilled in medicine". Because theology and law were classed as sciences and merited a place of eminence, the medical men tried to arrogate to themselves the title of scientists. They were smartly reminded, said Dr Talbot, that medicine had begun as magic, moreover it was a servile craft, plied for money and concerned itself with urine, faeces and other disgusting excretions of the body and not

with the nobler faculties of the mind. However, by the end of the 13th century, medicine was established as one of the four faculties in the universities.

By Chaucer's time the physician had become a high and mighty person with extravagant pretensions. He could afford to be so, his fees were high, far beyond the reach of the ordinary person and only just within the purse of rich merchants and nobles. Physicians were few and far between. On average the University of Oxford produced one doctor every five years, whilst Cambridge produced even less. The universities were initially "founded" to educate clerics and of those clerics who took a degree in medicine few practised their profession once they were granted a benefice and they became involved in priestly duties. Circumstances therefore conspired to make the physician "a rare bird". His assumption of superiority, of omniscience, was the direct result of the lack of competition.

## Theory but no practice

The physician's studies were mainly theoretical, having little or no practical experience before launching out and treating patients. A rule that the young physician should visit the sick for two years under the supervision of a senior, was rarely observed. Generally with his medical laurels fresh upon his brow, the physician was let loose with his head full of book learning. That was why Chaucer slyly pointed out that his doctor of physic was expert in *speaking* about medicine. He kept quiet about his ability to cure!

Dr Talbot described the manner in which birth dates, zodiac signs, conjunctions of various planets and astrological tables were all taken into account before a diagnosis was carried out. The patient's urine—if available—would be compared with coloured illustrations.

The procedures and theories on which they were based had a reputable ancestry and their classical origins established them in the eyes of believers as being thoroughly scientific. In Italy astrology was a compulsory subject in the medical



Mr Leslie G. Matthews: a paper on Kent mediaeval hospitals



curricula and no physician of any standing would treat a patient without first consulting the stars.

Nevertheless a physician who could claim to have discovered a secret remedy was always in demand and could be assured of an immense fortune.

John Gaddesden, who has been identified as the model for Chaucer's physician, was one such fortune hunter. He was forever boasting of the secret formulas which had effected incredible cures and for that reason he was consulted by kings and queens, noble ladies, professors of Oxford University and prelates of the church.

When the physician prescribed the more conventional medicines he needed the assistance of the apothecary. Though the apothecary was not usually a university trained man, he was not necessarily an uneducated man. He was expected to know at least two foreign languages and to be conversant with texts on *materia medica* which were taught in schools. Often his library was as extensive as that of a physician, and his practical knowledge very much wider. For that reason Chaucer points out that his doctor of Oxford, for all his knowledge of the ancient authorities had to rely on "his apothecary". Chaucer also seems to accept the fact that both physician and apothecary worked together "for to win".

#### Mediaeval hospitals in Kent

The final paper, "Kentish Mediaeval Hospitals", was given by Mr L. G. Matthews.

Some of the earliest hospitals in Kent were founded by Church dignitaries and in addition to care for the diseased and the sick there was often an obligation to provide for the poor.

The earliest hospital in Kent for lepers, at Harbledown, near Canterbury, was founded by Archbishop Lanfranc about the year 1054. By 1300 eight leper hospitals had been founded in Kent. At Ospringe, a hospital founded in 1234 for passengers and pilgrims, there was an additional obligation for the brethren to relieve the poor lepers, the disease being described as "a distemper at that time, from the customary feeding on fish, exceedingly common among the lower people and the religious."

Parliamentary proceedings before 1350 recorded taxation schemes relating to lepers and insisted that houses founded for their reception were not to be used for other sick and infirm. The care, and often isolation, of lepers persisted until the end of the 15th century. By the end of the 14th century, however, the numbers of lepers in the county of Kent had lessened considerably. Partly that may have been accentuated by the Black Death of 1348, which is likely to have hit heavily those already infirm. Mr Matthews pointed out that it was an obligation for monasteries and convents to give accommodation to pilgrims and indeed travellers where there was no alternative and conditions permitted. The mediaeval custom of pilgrimage, especially after the canonisation of Thomas Becket, made the pilgrimage to Canterbury the most renowned in England. A number of hospitals had been traced in Canterbury including the Sanatorium of St Lawrence which was founded by Hugh, Abbot of St

Augustines, Canterbury in 1137. The hospital's first duty was to house monks suffering from any contagious disease, especially leprosy, secondly it was an alms house for relatives of the Augustine monks.

Setting the Canterbury scene at the first session on Friday, Mr A. Butcher, University of Kent, said that the trade guilds did not appear to play a significant part in Canterbury's history.

The late 14th century was a period of political and constitutional crises. Canterbury was a disturbed city and local taxation added to the general oppressive measures. The Canterbury minute books regularly recorded deaths from pestilence and disease. There appeared to be a progressive contraction of the number of inhabitants. Time after time, after each epidemic, it was the people from the countryside who came in and prospered and among them were the apothecaries, who appeared to be extremely successful.

## Over 30 practice research papers compete for Medal

Over 30 offers of contributions to the new BP Conference session on pharmacy practice research have been received by the Pharmaceutical Society.

About nine will be presented during an afternoon session on September 14 and C&D's Medal for Research value £50 is this year being awarded for the best paper. The closing date for communications of 200-600 words on original, previously unpublished work on specific topics of pharmacy practice, is May 1. The suitability of papers for presentation at the Conference will be judged by a panel of seven who will advise authors of their decision by the end of June.

Communications should be sent to Mr S. Southwell, Pharmaceutical Society of Great Britain, 1 Lambeth High Street, London SE1.

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# Company News

## Smith & Nephew optimistic for further growth

Smith & Nephew Associated Companies Ltd report that sales in 1976 were up 23 per cent at £145m, and pre-tax profit was up 19 per cent at £14m. Commenting on the year's trading, the directors state that the increase in exports and in the sales of overseas subsidiaries was particularly good and these areas now account for half the pre-tax profit.

Cosmetics sales and profits in the UK and exports showed a substantial improvement in 1975, but "cosmetics business in the USA continued to be a problem" and resulted in a pre-tax loss of £1.2m. These activities in the USA have now been much reduced and while still requiring special attention, projections for 1977 indicate that the situation will improve.

It is anticipated that the pre-tax profit in the first quarter of 1977 will be about 25 per cent better than for the same quarter of 1976. In spite of the continuing and significant uncertainties in the political and economic situation in the UK, the directors remain optimistic that 1977 will be another year of growth for the company.

## Reckitt pharmaceuticals ahead of expectation

Total sales of Reckitt & Colman Ltd in 1976 were £484.25m compared with £369.26m in 1975, an increase of 31.1 per cent. Operating profit was up 48.2 per cent at £51.43m and pre-tax profit 57.1 per cent up at £55.65m. Sales in the UK increased by 19.6 per cent to £111.59m, and although the operating profit on these sales showed good recovery, the profit margin was below the average for the whole group.

The pharmaceuticals division performed ahead of expectation with particularly good results from prescription medicines and analgesics. Sales of pharmaceuticals at £45.09m (£33.75m in 1975)

formed 9.3 per cent of the total sales (9.1 per cent), and the operating profit was £7.42m (5.19m) forming 14.1 per cent (14.6) of the total. Work on the £7m factory complex in Hull is expected to be complete at the end of 1977.

About 77 per cent of the company's sales were overseas, accounting for 82.1 per cent of the operating profit, and exports from the UK were up 41.4 per cent at £27.14m, giving an operating profit of £4.3m. In Europe sales increased 37.5 per cent and operating profit by 126.7 per cent. In North America sales rose 38.4 per cent to £114.15m, and operating profit 40.7 per cent to £8.26m. Record results were achieved in Australia, and performance was satisfactory in Africa and Latin America.

## Paterson Zochonis freed from UK regulations

Paterson Zochonis & Co Ltd, whose subsidiaries include Cussons and Odex Racasan, have been informed by the Treasury that the company is no longer subject to current UK regulations on dividend control, since it is regarded as being mainly engaged in operations outside the UK. Alterations in the capital structure of the company are being considered.

Sales in the half-year to November 30, 1976, were £99.88m (£74.3m in the same period of 1975) and pre-tax profits rose to a record £11.67m (£9.12m). These figures include the first contribution from Odex Racasan which was acquired last year. The shareholding in Paterson Zochonis Industries, of Nigeria, is to be reduced from 60 to 40 per cent in May or June.

Arrangements are currently being concluded to acquire a majority interest in two companies incorporated in Greece, engaged in the processing of edible oils, fats and soap for both the Greek and export markets.

### Briefly

**Optrex Ltd** have completed the final phase of their move to Basingstoke and the administration, sales and accounts departments are now at City Wall House, Basing View, Basingstone, Hants RG21 2JP (telephone 0256 57272). New quality control laboratories have been constructed on the site of the distribution centre at Stewart Road, Kingsland Industrial Estate, Basingstoke, Hants (tel 0256 52711).

## Westminster Report

## Cannabis possession to remain imprisonable offence

An amendment which would have removed from magistrates' courts the power to impose prison sentences for unlawful possession of cannabis or cannabis resin, introduced in the House of Lords during the report stage of the Criminal Law Bill, was defeated by the Government. However, Lord Harris, Minister of State, Home Office, said that while the Government was opposed to the amendment as it stood, the possibility of applying it to first offenders would be seriously considered.

He pointed out that the amendment would create the anomalous position that possession of cannabis (a class B drug under the Misuse of Drugs Act 1971) would not be an imprisonable offence under any circumstances, whereas possession of a class C drug, a less serious matter, would continue to be imprisonable. He also referred to the confused situation that has arisen as a result of legal proceedings concerning the possession of cannabis leaf, which may become the subject of a House of Lords appeal. The 1971 Act defines cannabis as the flowering or fruiting tops of the cannabis plant from which resin has not been extracted, and does not refer to the leaf.

Cannabinol, the essential ingredient of cannabis, is a class A drug except when it is contained in the flowering or fruiting tops of the plant or in resin extracted from the plant. Consequently, the effect of recent judgments has been that possession of cannabis leaf material may lead to prosecution for the more serious offence of possessing the class A drug contained in the leaf.

## Restrictions on promotion

In a Commons written answer, Mr David Ennals confirmed that reductions in the amount of sales promotion expenditure by pharmaceutical companies accepted as a cost under the voluntary price regulation scheme to take effect on April 1. Consultations on the proposal to exempt from the reduction and to accept in full the cost of advertising in learned and professional journals are nearly complete and a decision is expected very soon.

## Dextropropoxyphene

Mr Patrick Jenkin asked the Secretary of State for Social Services to make a statement on the practice of doctors prescribing dextropropoxyphene without warning patients that it is dangerous when taken with alcohol. In a written answer, Mr David Ennals said that it is for the individual doctor to advise each patient in the light of all the relevant facts. The established interactions are referred to in the appropriate literature.

On the question of the dangers of dextropropoxyphene itself, Mr Roland Moyle referred to an article in the *British Medical Journal* dealing with problems of drug dependence, which is being referred to the technical subcommittee of the

Mr T. Flynn of Birkenhead receiving the star prize of a Sharp stereo unit at a recent trade show organised by Sangers Ltd at the Liverpool Centre Hotel. Left to right: S. M. Walsh (sales director), P. G. Needham (merchandise manager), T. Flynn (winning chemist), Mrs J. M. Wright (area supervisor), Miss E. Lyons (telephone sales department), Peter Maloney (presenter and compere of trade show, lecturer at Liverpool Polytechnic)





advisory committee on the misuse of drugs at its next meeting. The intrinsic safety, quality and efficacy of dextropropoxyphene are currently being considered in the course of the review of medicines under the Medicines Act. Data sheets and other product information already contain warnings, but it will be open to the committee on review of medicines to consider whether any further warnings about the correct use of products containing this substance should be included, or any other action taken.

## Purchase of drugs

Mr Douglas Hoyle asked the Secretary of State for Social Services if he will ensure that his department purchases drugs only from pharmaceutical companies who purchase animals for experiments from breeders accredited by the Medical Research Council. Mr David Ennals said that discrimination between pharmaceutical companies on this basis would raise substantial difficulties. Many companies supplying medicinal products used in the National Health Service have no occasion to carry out animal experiments or do not carry out such experiments in this country. However, in scrutinising the evidence required under the Medicines Act before a new product is licensed, attention is given to the validity of tests carried out on animals, and the quality of the animals used.

Mr David Ennals, Secretary of State for Social Services, said last week that for patients who were not entitled to exemption from prescription charges but who needed more than 10 NHS prescriptions in six months or more than seven in a year, the pre-payment certificate was "an excellent investment". He hoped pharmacists would continue to make the "season ticket" scheme known to all those whom it could benefit.

## For company secretaries

*Company Secretary's Review* a new publication from Tolley Publishing Co Ltd, a member of the Benn Group, is designed to help readers keep abreast of the unending flow of legislation, announcements, etc., issued by the Government, the EEC, professional bodies and other organisations. Source references and recommendations for further reading are given wherever appropriate. A panel of consultants has been formed to advise the editors, particularly on the interpretation of any new legislation, and articles will be commissioned from them and from other specialists. The publication carries no advertisements and is written to be read quickly and easily, with the emphasis on topicality and practical guidance. The title indicates that it is aimed specifically at company secretaries but the contents are likely to appeal to most accountants and lawyers. Published fortnightly on alternate Wednesdays, *Company Secretary's Review* is available, by subscription only, from Tolley Publishing Co Ltd, 44a High Street, Droydon, Surrey CR9 1UU. The first issue appeared on March 23. Normal subscription is £28 per annum with special introductory offers of £25, and £23 to Tolley subscribers.

# Market News

## Prices on the move

London, March 30: Pharmaceutical chemical prices are again on the move.

Cocaine is now £452 kg for the hydrochloride against £409 previously. Higher production and especially transport costs (said to be up by 10 per cent) has put up sodium bicarbonate BP to £83.04 metric ton in 10-ton lots from £77.04. For the same reasons sodium chloride, vacuum dried, is going up on April 4 to £25.37 metric ton, from £22.23. Other prices adjusted upwards include sulphadoxine and anaesthetic ether.

Many vitamins, including ascorbic acid, have been reduced. Those affected are mainly imported material and others, like aneurine, made in the UK, are unchanged. The new rates will be included in next week's report.

Dearer among crude drugs were Peru balsam, hydrastis, ipecacuanha and aloes. Lower were Peruvian cochineal, henbane, lemon peel and witchhazel leaves. Synthetic camphor powder is also dearer in both positions.

Although Brazilian menthol was lower on the week in all positions peppermint oil from that origin showed a firmer tendency. The Chinese oil has been trading below the Brazilian for a few weeks but it was raised this week in line with Brazilian oil value. The forthcoming Chinese trade fair may have had some influence on the move. Likewise citronella was dearer by £0.10 kg and lemongrass by £0.40 kg.

## Pharmaceutical chemicals

**Acetone:** £262 metric ton 30-drum lots.  
**Adrenaline:** (per g) 1-kg lots base £0.25; acid tartrate £0.20.  
**Alcin:** 50-kg lots £17.00 kg.  
**Aluminium chloride:** Pure 50-kg lots £0.9436 kg.  
**Aluminium hydroxide:** BP gel £0.41 litre for 1,000 litres; BP dried £1.250 metric ton.  
**Caffeine:** Anhydrous £3.30 kg in 100-kg lots; citrate £2.40 kg (50-kg lots).  
**Cocaine:** Alkaloid £495 per kg; hydrochloride £452. Subject to Misuse of Drugs Regulations.  
**Ether:** Anaesthetic: BP 2-litre bottles £2.88 each; 1-ton lots in drums from £1.39 in 18-kg drums to £1.25 kg in 130-kg. Solvent, BP from £916 metric ton in 16-kg drums to £820 in 130-kg.  
**Hydrogen peroxide:** 35 per cent £223 metric ton.  
**Hyoscine:** Hydrobromide £482.10 kg.  
**Hypophosphorous acid:** (Per metric ton in 50-kg lots) Pure 50 per cent £3,459.70; 9PC (30 per cent) £2,714.50.  
**Magnesium trisilicate:** £680 metric ton.  
**Mercury:** BPC redistilled £6.68 kg in 12½ kg lots.  
**Mersaly:** Acid £22.85 kg in 10-kg lots.  
**Premium for powder** £11.00.  
**Metol:** Photo grade per kg, 50-kg lots £5.64; 250-kg £5.46.  
**Noscapine:** Alkaloid £26.80 kg for 25-kg lots; £25.00 kg for 100-kg. Hydrochloride £30.00 and £28.00 kg for similar quantities.  
**Paracetamol:** (Per kg) 50-ton contracts from £2.80; spot, 10-ton £2.88; 1-ton £8.00. Premiums for direct compression £0.13 kg.  
**Potassium diphosphate:** BPC 1949 in 50-kg lots, granular £1.7583 kg; powder £1.5481.  
**Quinine:** Hydrochloride (25 kg) £95.50 kg; (50 kg) £95.25 kg. Sulphate (25 kg) £91.50 kg; (50 kg) £91.25.  
**Sodium bicarbonate:** BP £83.04 metric ton minimum 10-ton lots delivered UK.  
**Sodium chloride:** Vacuum-dried in 10-ton lots £25.37 metric ton delivered London.  
**Sodium perborate:** (per 1,000 kg) monohydrates £464, tetrahydrate £274.

**Sodium percarbonate:** £365 per metric ton.  
**Sorbitol:** Powder £500 metric ton; syrup £250.  
**Sulphaquinoxaline:** BVetC £10.28 kg; sodium salt £12.71 kg both in 50-kg lots.  
**Tartaric acid:** £770 metric ton.  
**Zinc chloride:** Granular 96/98 per cent £405 metric ton, delivered.

## Crude drugs

**Aloes:** Cape £1.38 kg spot; £1.31, cif. Curacao no spot; shipment £1.92, cif.  
**Balsams:** (kg) Canada £11.15 spot; £11.40, cif. for shipment. **Copaiba:** BPC £2.10 on the spot; £2.00, cif. **Peru:** £6.30 spot; £6.20, cif. **Tolu:** £3.75 spot.  
**Camphor:** Natural powder, Formosan, £4.90 kg, spot. Synthetic £0.90 kg spot; £0.78, cif.  
**Cascara:** £1,000 metric ton spot; £970, cif.  
**Cochineal:** Peruvian silver-grey £14.75 kg spot; £14.40, cif. Tenerife black £21.00, cif.  
**Ginger:** (ton, cif) Cochin £1,300. Jamaican (spot) £1,500 nominal. Nigerian split £850 spot, shipment £830, cif. peeled £1,050; Sierra Leone £1,125.  
**Henbane:** Niger £980 metric ton spot.  
**Hydrastis:** (kg) £9.40 spot; £9.30, cif.  
**Ipecacuanha:** (kg) Costa Rica £4.50 spot; £4.40, cif.  
**Lemon peel:** Unextracted £1,350 metric ton spot; shipment £1,300, cif.  
**Liquorice root:** Chinese £400 metric ton, cif. Russian £335 spot; £305, cif. block juice £147 per 100 kg.  
**Labellia:** American £1,410 metric ton spot; £1,400, cif. Dutch £1,350 spot.  
**Lycopodium:** Russian £5.20 kg, cif. Indian £4.50 spot.  
**Mace:** Grenada unsorted £2,070 ton, fob.  
**Menthol:** (kg) Brazilian £10.00 spot; £10.00, cif. Chinese from £12.50 duty paid; £10.85, cif.  
**Pepper:** (ton) Sarawak black US \$2,650, cif (March-April). White, March-April shipment, US \$3,000, cif.  
**Turmeric:** Madras finger £415 ton, cif.  
**Valerian:** Indian root £950 metric ton spot; shipment £920, cif.  
**Witchhazel leaves:** Spot: £2.60 kg; £2.30, cif.

## Essential oils

**Anise:** (kg) £17.50 spot and cif.  
**Camphor white:** £0.90 kg spot; £0.90, cif.  
**Cassia:** Chinese, forward £56.50 kg, cif.  
**Citronella:** Ceylon £1.20 kg spot; £1.24, cif. Chinese £2.18 spot and cif.  
**Clove:** Madagascar leaf, £2.70 kg spot; £2.70, cif. English-distilled bud £45.00 spot nominal.  
**Lemongrass:** Cochin £5.15 kg spot and cif.  
**Peppermint:** (kg) Arvensis—Brazilian £5.60 spot; £5.60, cif. Chinese £5.55 spot and cif. Piperata, American Far West about £24.50, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

# Coming events

## Monday, April 4

**East Metropolitan Branch, Pharmaceutical Society,** Churchill Room, Wanstead Library, Spratt Hall Road, Wanstead, London E11, at 7.30 pm. Annual meeting and cheese and wine.

**Harrow and Hillingdon Branch, Pharmaceutical Society,** Northwick Park Hospital, Watford Road, Harrow, at 7.30 pm. Annual meeting.

**Northamptonshire Branch, Pharmaceutical Society,** Yeoman of England, Wootton, at 8 pm. Annual meeting.

**Stockport Branch, Pharmaceutical Society,** Ashton postgraduate medical centre, Stockport, 8 pm. Professor Brocklehurst on "Geriatrics".

## Tuesday, April 5

**Chelmsford Branch, Pharmaceutical Society,** Academic centre, Chelmsford and Essex Hospital, Chelmsford, at 7.30 pm. Mr M. H. Munroe (sales director, Crown Chemical Co) on "Opportunities in veterinary pharmacy".

## Advance information

**Proprietary Articles Trade Association.** Annual meeting, Devon Room, Connaught Rooms, Great Queen Street, London WC2, May 5, 2 pm.

**Universities' Federation for Animal Welfare.** Symposium with speakers Dr Peter Cope and Dr Alan Harvey, University of Strathclyde, Dr A. M. Whitaker, Wellcome research laboratories, and Dr S. B. Carter, ICI pharmaceuticals division; at Royal Veterinary College, Royal College Street, Camden Town, London, September 29, at 9.30 am (fee £1). Details from UFAW, 8 Hamilton Close, Potters Bar, Herts EN6 3QD.



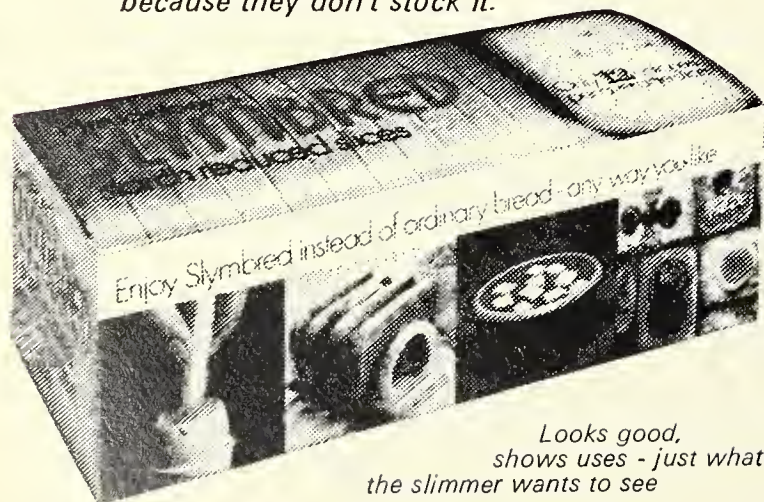
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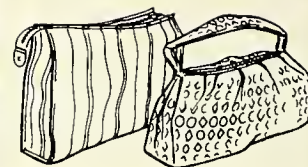
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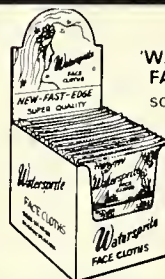
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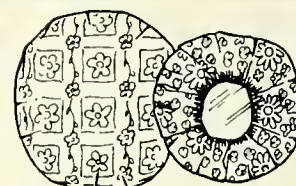
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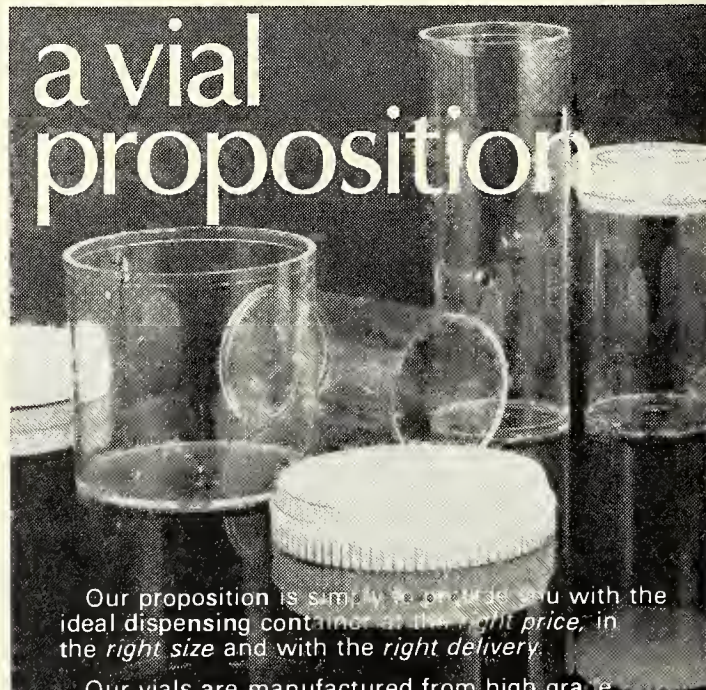
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